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FINANCIAL TIMES
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THE QUEEN'S AWARD TO INDUSTRY 1971 1975

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NEWS SUMMARY

GENERAL

Smith to receive British Minister

Mr. Ian Smith, Prime Minister of Rhodesia, has agreed to hold talks with a British Minister in Salisbury later this month.

In the Commons yesterday, Mr. James Callaghan, Foreign Secretary said that Britain is to convene a constitutional conference "as soon as the Government considers it opportune to do so."

It could be the last chance, Mr. Callaghan said, for the people of Rhodesia "to settle their differences without resort to further bloodshed."

Mr. David Enals, Minster of State at the Foreign Office, who has been chosen fo rthe Salisbury talks, will be the first British Minister to visit the Rhodesian capital since Sir Alec Douglas Home's abortive attempt at a settlement in November, 1971. **Back Page and Page 20**

Ministers consider how to save Uganda Briton

Foreign Office Ministers are considering how the Government should act to try to save the life of Mr. Dennis Hills, 61, the British lecturer, found guilty of treason by a Uganda military tribunal and sentenced to face a firing squad.

It was understood in Whitehall last night that Mr. Hills has 14 days in which to appeal to the Uganda Defence Council and a further 14 days to appeal to President Amin for clemency.

The difficulty is, however, that President Amin has been reported to have asked for six conditions to be fulfilled within ten days if he is to act on Mr. Hill's behalf. **Page 5**

House restive on Stonehouse

The announcement that to-day's debate on a motion to expel Mr. John Stonehouse, Labour MP for Walsall North, will not take place received a mixed reaction in the Commons yesterday.

Explaining the decision, Mr. Edward Short, Leader of the House, said the Government had to take account of the fact that criminal charges were pending against Mr. Stonehouse and that discussion could be held to be *prejudicial to public attitudes* against him.

Mr. Stonehouse yesterday continued his hunger strike in the Melbourne jail to which he was remanded last Monday. **Parliament, Page 20**

Iran to buy more Chieftains

Iran, which has already ordered 750 Chieftain tanks from Britain, has rejected the West German Leopard tank in favour of buying more Chieftains in a deal understood to involve 800 tanks at more than $1bn. The Chieftain costs about half the price of a Leopard. **Page 4.** In Paris there were doubts about the continuation of Dassault-Breguet's Mirage F1-M53. **Page 6**

Suez traffic

The first two British ships to use the re-opened Suez Canal enter the waterway to-day. They are the P and O's Tarakina, 8,600 tons, and Strathassynt, 12,353 tons.

Briefly . . .

Mrs. Margaret Thatcher, Opposition leader, speaking at a *Conservative* National Union dinner, last night challenged the Government to withstand demands for excessive wage claims in the public sector. **Page 8**

Mrs. Jacqueline Onassis has been *offered $1m. to* portray herself in a film of the life of Mr. Aristotle Onassis, her late husband.

Pollen count in London yesterday was 27 which is low. The forecast is higher.

West Country water supplies are threatened by the heatwave.

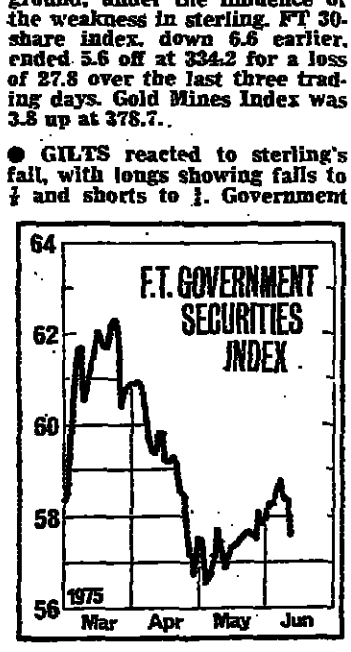
Cricket: England, Australia and the West Indies are through from their groups to the semi-finals of the Prudential Cup.

BUSINESS

Equities down 5.6: Gilts lower

● **EQUITIES gave further ground, under the influence of the weakness in sterling. FT 30-share index, down 6.6 earlier, ended 5.6 off at 334.2 for a loss of 27.8 over the last three trading days. Gold Mines Index was 3.8 up at 378.7.**

● **GILTS reacted to sterling's fall, with longs showing falls to ¼ and shorts to ⅛. Government Securities Index was 0.73 lower at 57.60, its biggest one-day drop for over five weeks.**



● **GOLD was down $1 to $164¾.**

● **STERLING was down 262½ points to $2.2807½. Weighted depreciation was a record 25.9 per cent. (25). Dollar's was 7.10 (7). Premium on Krugerrand over gold content in domestic business fell to 12 per cent.** *from 16½.*

● **WALL STREET was up 2.43 at 824.55 on bargain-hunting, on a volume of 18.23m. (21.13m.) shares.**

● *FINANCE MINISTERS from* the 20 IMF countries failed to reach agreement on a package of monetary reform measures, including the future rôle of gold. **Back Page**

● **OPEC** countries agreed, at Saudi Arabia's insistence, that assessment of oil prices on the basis of the value of Special *Drawing Rights should be postponed until October.* **Back Page**

Counter-bid by Thorn to-day

● **THORN ELECTRICAL** Industries *is expected to-day to mount* its counter-offer to the agreed £10.46m. bid from the Swedish SKF group for Sheffield Twist Drill and Steel after a Government decision not to refer either to the Monopolies Com*mission.* **Back Page**

● **VAUXHALL MOTORS** is preparing a 2,500 cutback *in its* white-collar staff, after shedding some 5,000 production workers in the past six months. **Page 8**

● **FORD** local management and union officials meet to-day in a bid to agree a return-to-work formula in the seven-week Dagenham door-hangers' strike. **Page 15**

● **BRITISH** port operators and employers decisively rejected the *Government's proposals for extension* of public ownership of the ports industry. **Page 10**

● **DECISION** on future of machine tool group Alfred Herbert has been delayed by the Cabinet reshuffle. **Page 8**

COMPANIES

● **GOVERNMENT** has decided against advancing further financial support to the Liverpool printing business of Tinling (1973), and a receiver and manager has been appointed. **Page 24**

● **EMI** third-quarter (ended March 31) net income, before extraordinary items, shows reduction from £2.52m. to £2.03m. on sales £16.9m. ahead at £112.48m. **Page 19 and Lex**

CHIEF PRICE CHANGES

(Prices in pence unless otherwise indicated.)

RISES		
Bleumel Bros	26	+ 3
Hambros Bank	160	+ 12
Petbow	112	+ 10
Sime Darby	93	+ 5
U.K. Optical	87	+ 5
Peacock Sasini	30	+ 3
Acmex	18	+ 3
Anglo American Corp.	475	+ 15
Pots. Plats.	225	+ 9
S.A. Land	630	+ 20
FALLS		
Treasury 9% 1980	£92⅛	− ¼
Treasury 9¼% 1999	£84⅝	− ¼
APV	208	− 12
Alexanders Discount	205	− 15
Associated News.	105	− 7
Beecham	281	− 8
Bowater	165	− 7
Bank of Ireland	420	− 30
Chloride Grp.	100	− 5
EMI	172	− 8
Fairey	54	− 6
Gunn (A)	55	− 8
Hawker Siddeley	264	− 8
Hewden-Stuart	55	− 5
ICI	266	− 5
Lamson Inds.	79	− 6
Marks & Spencer	230	− 6
National Westminster	250	− 6
Oxley Printing	9	− 3
Pearl Assurance	201	− 7
Portals	188	− 8
Reed Intl.	245	− 10
Rowntree Mackintosh	140	− 8
Thomson Org.	188	− 12
Trafalgar House	96	− 6
Tube Invs.	280	− 16
Union Discount	303	− 12
Shell Transport	305	− 6
Charter Cons	180	− 4
West Rand Cons.	335	− 35

Fears over rate of inflation push pound to new low

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

Widespread fears about the U.K.'s failure to control inflation brought the pound to an all-time low of 25.9 per cent. below December 1971 levels yesterday.

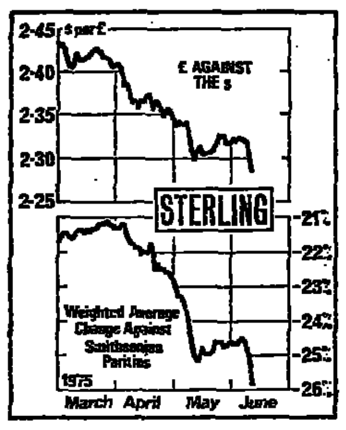
In the face of heavy selling *pressure and virtually no inter*vention by the Bank of England, sterling dropped from an overnight effective rate of 25.0 per cent. to *25.3* per cent. *early in* the day and 25.9 per cent. at the close.

This is the biggest fall in sterling's value in one day since the Bank of England first started publishing the trade-weighted *figures two years ago.*

It coincides with a forecast in the latest Economic Review from teh independent National Institute of Economic and Social Research that sterling will fall to more than 26 per cent. below December 1971 levels by the end of this year, and by a further 2 per cent. a quarter through 1976 to 32 per cent. by the fourth quarter.

Following the hiatus created by the referendum, this bout of selling pressure was sparked off by large Swiss and German selling orders on Tuesday afternoon. After a period of calm *in the middle of the day, selling pres*sure became heavy yesterday afternoon, when there were indications of substantial sales by big corporations, including U.K. companies.

The sudden slide in the pound *last* month—from 23 per cent. to 25 per cent. below December 1971 levels—was regarded by the U.K. authorities as a necessary adjustment and not resisted until the depreciation reached 25.2 per cent.



While there are those in Whitehall who argue that alarm about the pound is a necessary ingredient in negotiating new wage guidelines with the unions, *there is also serious concern that* the "process of adjustment" could get out of hand.

The obvious contrast now is between Mr. Healey's ostensibly relaxed timetable for discussions with the unions over voluntary *wage guidelines*—aiming at a maximum of 15 per cent. wage increase in the next wage round from autumn onwards—and the feeling in foreign exchange *markets that a more dramatic* approach is required.

Factors influencing the market in the direction of greater urgency this week have included the strongly worded warning from the Bank of International *Settlements that "real consumption* is going to have to be curtailed" and a feeling that, as far as the fight against inflation is concerned, all the figures being discussed with regard to the railway workers' claim are too high.

The national institute's review warns to-day that "retail prices throughout this year will go up about 25 per cent., compared with last year's 18½ per cent."

If the social contract had been *strictly observed, says the review,* the increase in prices this year might have been 12 per cent.

The institute reiterates its familiar call for a more formal incomes policy, saying it does not matter whether the policy is *voluntary or statutory,* provided measures are speedily introduced "and not immediately breached by one powerful sectional interest or another."

The institute says it has "very

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Union leaders move nearer to tightening pay guides

BY JOHN ELLIOTT, LABOUR EDITOR

SENIOR UNION leaders yesterday made their biggest advance this year towards tightening up the social contract wage guidelines when the TUC economic committee considered adopting a flat-rate pay limit for next winter which might be pegged below the rate of price increases.

This opens up the prospect of the TUC proposing a flat rate geared to a falling target rate of price rises for early next year of *15 to 20 per cent. which could* be turned into a basic rise of between £8 and £12 a week.

But any precise figures are far from being agreed and the committee yesterday carefully avoided coming to any contro*versial decisions. Its main* achievement was that it agreed to pass on unamended the TUC's 33-page document on the social contract, reported *in* The Financial Times last Friday, to the TUC general council's monthly *meeting* in two weeks' time.

This is the first time since last summer that Mr. Len Murray, TUC general secretary, *has* successfully steered possible amendments to the wage guidelines through the initial hurdle of the economic committee. It was widely regarded yesterday by those involved as marking a new willingness on the part of *most of the union leaders in*volved to try to launch a new TUC initiative against inflation.

The general view of yesterday's TUC meeting was that both union leaders and their members were now in a mood to accept a new initiative from the TUC despite the problems that the social contract is facing in individual trade union conferences. Yesterday the National and Local Government Officers Association conference in Blackpool replied to an impassioned plea from Mrs. *Shirley Williams. Prices Secre*tary, for voluntary restraint to stem the "Cancer of inflation." with a warning that it might abandon the social contract if the Government went ahead with public expenditure cuts.

Most of the union leaders felt that what was needed—providing the Government played its part with new initiatives on price controls, planned manufacturing investment and import controls—was a simple TUC pay initia*tive operating for a short period* which could be understood immediately by union members and gain their support.

The idea of a flat rate cash payment for all workers from the highest paid to the worst off, suggested last month by Mr. Jack Jones of the Transport Workers and supported yesterday by Mr. David Basnett of the General and Municipal Workers among others, would fit this simple and easily understood criteria. It is thought that the short period would probably be a year.

Support for this was far from unanimous yesterday on the TUC economic committee with Mr. Lawrence Daly of the Mineworkers wanting the present guidelines allowing wages to keep up with price increases to be continued unaltered. Mr. Hugh Scanlon of the Engineers *was absent, on union business* abroad, but Mr. Danny McGarvey of the Boilermakers reflected the strong view of many union leaders with craftsmen and other higher paid members when he objected to the flat rate idea.

This means that there is likely to be a sharp debate when the TUC general council meets later this month. It will have to consider not only whether it likes the flat rate idea but also whether it feels its practicable to try to peg wage rises below the rate of price increases—an issue not debated in any depth yesterday.

Other proposals being considered include an idea from Mr. Jack Jones that increased productivity might be rewarded with income tax-free wage increases while his proposal that the CBI and TUC should agree *on a wages policy* is also favoured by some TUC leaders.

Rail peace talks break down

BY JOHN WYLES, LABOUR REPORTER

RAILWAY PEACE talks broke down last night after little more than an hour and a quarter with no sign that the Government is planning an early initiative to try to stop the threatened total strike by the National Union of Railwaymen from June 23.

There was to little optimism in Whitehall last night that the stoppage could be averted, averted, because this would involve going even further above the social contract's pay guidelines in the face of a *militant* threat issued after the rejection of an arbitration award.

Last night's peace bid foundered on the British Rail Board's solid refusal to meet NUR demands for improvements in the 27.7 per cent. arbitration award. According to Mr. Dave Bowman, NUR president, this left the union "*up against the buffer* stops with British Rail."

At the same time, Mr. Bert Farrimond, Board member for industrial relations, urged the NUR executive to reconsider its strike call. This plea will be discussed at a special meeting to-day, but a *dejected Mr. Sidney* Weighell, NUR general secretary, last night held out no hope of a change of heart.

Although Mr. Weighell said he thought BR's reply that there was no more money available would strengthen his executive's resolve, to-day's decision by the NUR could indicate the state of *feeling among waverers who* supported the 21 to 3 strike vote on the executive 10 days ago.

During last night's talks the NUR leader detailed the reasons his union rejected the arbitration award, which he said would leave the lowest paid railman's pay dragging even further behind surface coal miners, electricity *supply labourers and postmen.*

The other two rail unions, the Transport Salaried Staffs Association and the Associated Society of Locomotive Engineers and Firemen, have accepted the award and were present last night as little more than con*cerned observers.*

Earlier in the day, the ASLEF annual conference looked ahead to the next railway pay deal and instructed their leaders to lodge a claim "at the appropriate time," taking into account the *inflationary situation* and the terms of the social contract. Suggestions that train drivers' pay, *fixed at £53.10 a week by the* arbitration should be raised to £100 a week were "noted" by the ASLEF leadership.

£ in New York

—	June 11	Previous
Spot	$2.2830-2840	$2.3064-3070
1 month	0.93-0.88 dis	0.87-0.85 dis
3 months	2.84-2.79 dis	2.63-2.58 dis
12 months	11.00-10.95 dis	11.10-11.00 dis

FEATURES

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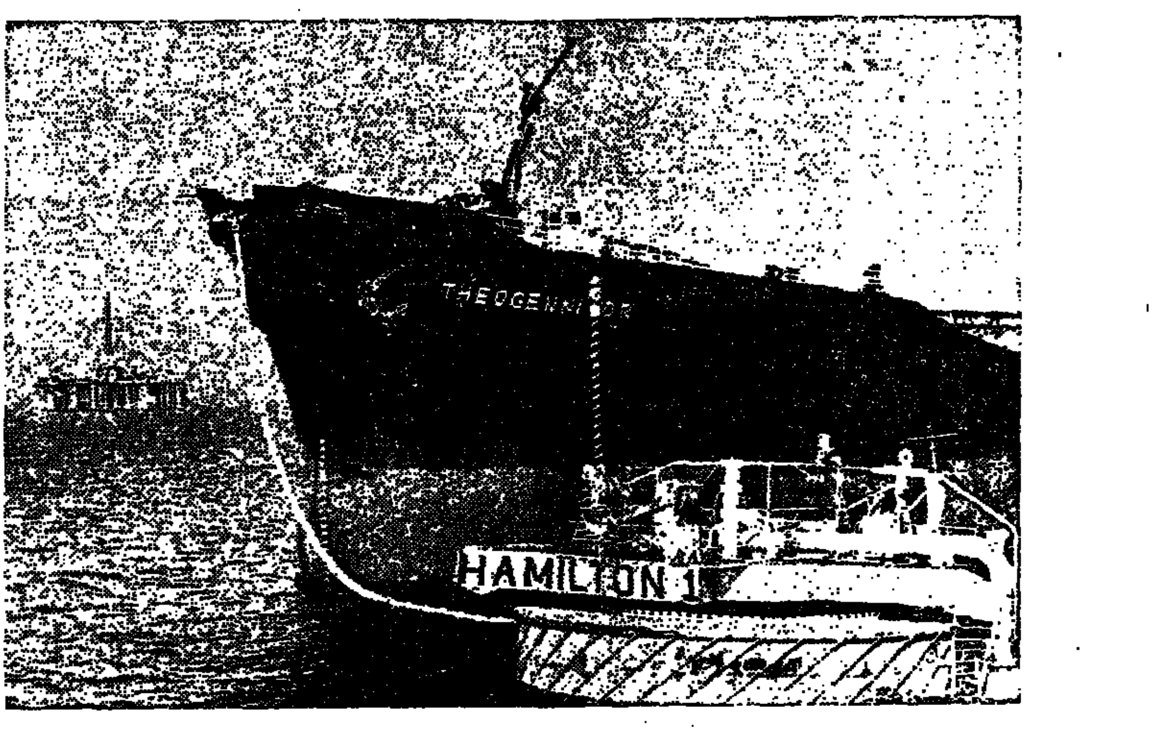
THE OIL BEGINS TO FLOW



BRITAIN'S first offshore oil started flowing from the North Sea yesterday—the day that Mr. Anthony Wedgwood Benn took over his new post of Energy Secretary, writes Adrian Hamilton. The historic moment came at midday when *oil from the first two production* wells of Hamilton Brothers' Argyll Field south-east of Aberdeen started to flow into a waiting tanker.

The Scottish National Party claimed that here was the "beginning of the great drain race to extract painlessly thousands of millions of pounds' worth of Scottish resources in exchange for which we Scots will get no more than a few greasy spots."

The occasion marks the beginning of one

The Argyll itself is not the largest field by any means, at an expected peak production of some 40,000 barrels per day, or some 2 per cent. of current demand. But in its own way it marks a technological first, taking the oil from subsea completed wells via a specially designed "riser" system to a semi-submers*ible drilling rig anchored to the seafloor and* converted to act as the production platform.

From there the oil is being pumped on to a waiting tanker through a single buoy mooring system. The first shipment—in the 20,000-ton Japanese-built Theogennitor—is due at BP's Isle of Grain refinery on June 18.

By next year, production should be averaging more than 300,000 barrels per day, while in 1979 it should be enough to enable Britain to be the first major industrial country in Europe to achieve virtual self-sufficiency in energy.

Tribune Group threatens Wilson over manifesto

BY JOHN BOURNE, LOBBY EDITOR

THE PRIME MINISTER'S Cabinet reshuffle backfired last night when the Tribune Group of Labour MPs in effect threatened to withdraw their support from Mr. Wilson unless he showed *beyond doubt that he was a Left*-wing Socialist in his policies on industry.

The group "served notice" on him that it would oppose by all means in the Commons and the country what it now regards as his "resolute *intention*" not to implement the major part of Labour's election manifestoes.

The Tribune Group, which after a long argument decided not to say that it no longer had any confidence in Mr. Wilson's *leadership, agreed after an hour* on this compromise.

In a letter framed at a meeting of 30 members of the 80-strong group, Mr. Wilson is told: "The group rejects the acceptance of coalition policies which embrace *those of the CBI, the City of* London financiers, the Conservative Party and the Cabinet, as reflected in your reshuffle of Ministers. . . . Having been elected to carry through the manifesto policies, we reject the reductions in public expenditure and the drift towards mass unemployment."

The group is also ready for a pitched battle with the Cabinet if it tries to water down the Industry Bill, particularly on the *disclosure of company information.*

CBI *is expected to meet the* Prime Minister and Mr. Eric Varley, the new Industry Secretary, *next week to dis*cuss possible modifications to the Industry Bill. Back Page

The group is particularly enraged at well-informed leaks that the Department of Industry will now be run by three former Parliamentary Private Secretaries to *"establishment" senior Ministers.*

This was made clear yesterday by some of their leaders and hinted at by Mrs. Judith Hart in an emotional and barbed personal statement to the Commons. Until Tuesday's reshuffle she was the Minister of Overseas Development.

Her statement, about her *resignation from the Govern*ment, was the most outspoken since the late 1960s, when Mr. Christopher Mayhew angrily resigned as Labour's Navy Minister.

With Mr. Anthony Wedgwood Benn, the displaced Industry Secretary, nodding his approval at the Bar of the House a few yards from her, Mrs. Hart said to Left-wing cheers: "I fear we are witnessing the first dangerous stages of what could prove to be *an historic catastrophe* for the Labour Party.

"If I am right, it is a cata*strophe which must be prevented.* The City, the CBI and the Conservative Party have served notice on the Government that it

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U.K. 'drifting to totalitarianism'

BY MICHAEL CASSELL

BRITAIN WAS in danger of drifting into a totalitarian, one-party government, Lord Shawcross, a former Attorney-General, warned yesterday.

Two ways of helping to prevent such a development would be to pursue electoral reform and introduce free postal votes for trade union elections, he added.

He told the Press Association's annual lunch in London that people throughout the world were asking what was happening in Britain. They were not talking about the country's economic problems, he said, but about the prospects of a totalitarian system becoming inevitable.

"The fact cannot be denied not only that during the last decade power has steadily been passing away from Parliament, but that Parliament is, to say the least, no longer respected in the way it used to be. Politicians are largely regarded with suspicion, if not contempt.

"They have only themselves to blame. The public at large views with increasing dislike the "sham fights" which have for some time been a characteristic of Parliamentary discussions and which are conducted now with a venom and distortion far exceeding anything I experienced."

The doctrine that "it is the duty of the Opposition to oppose" never had a respectable origin and its slavish and asinine pursuit today was fatal to any Parliamentary democracy, Lord Shawcross said. "The duty of the Opposition is vigilantly to scrutinise everything, to question, to oppose that which is wrong and equally to support that which is right and realistic."

Both parties in the last decade had failed in that duty—and the general disillusionment with politics by the public, and by many able and sincere young people, was one measure of that failure.

Individual MPs were increasingly regarded as mere puppets, manipulated at the bid of some section of their constituents or some union.

Transmission of news at a speed of 1,000 words a minute is envisaged by the Press Association, Britain's national news agency. Plans for the future, using a "data-streaming" system, were outlined in London yesterday by the agency's chairman, Mr. S. G. G. Clarke, at its 107th annual meeting.

Political, economic and industrial developments had provided a spate of news, in 1974, but also had a severe impact on the agency's own affairs, said Mr. Clarke.

Revenue from news supplies and services in 1974 was up £587,049 at £5,498,091, but operating costs rose £763,399 to £5,712,756. Taking into account other factors, PA made a loss of £75,225 against a profit of £139,846 in 1973.

'Big rise in registered house sale costs'

BUYING AND SELLING a registered house in 1975 costs 30 per cent. more in conveyancing fees than it did two years ago when the old scale of fees was abolished, says the Consumer Association magazine Which ?. It adds that people buying cheaper homes are worst hit, facing increases of about 40 per cent. on registered property.

When the fixed-charge conveyancing scale was abolished, it was hoped solicitors would take into account the work necessary rather than basing fees on house prices alone.

Now, says Which ? unregistered property, which used to cost between 40 per cent. and 50 per cent. more to handle because of the extra work involved, costs about the same in conveyancing fees.

But for registered homes, the fees for buying and selling are up 30 per cent. "Less than one in five solicitors charged about the old-scale fee, and very few charged less," says Which ?

The gap between fees for registered and unregistered houss has narrowed dramatically for cheaper homes. "Solicitors' fees for selling registered houses costing about £8,000 increased overall by about 4 0per cent.—approaching the scale fees for unregistered houses," says the magazine.

WIMBLEDON PHONE SERVICE

Information about Wimbledon Fortnight will be available by phone again this year. The Post Office is providing the service, which has proved increasingy popular since its introduction two years ago—in 1973 it received half-a-million calls, in 1974 640,000 calls.

SALEROOM BY ANTONY THORNCROFT

Continental picture revival

PRIDE of place among a spate of sales in London yesterday must go to the Sotheby's sale of Continental paintings. Last year there was a sharp and sudden fall in prices for such works, especially those in the middle price range. But yesterday buyers were back with a vengeance.

The most remarkable price was the £30,000 paid by the London dealers, Pawsey and Payne, for a winter landscape by Barend Cornelis Koekkoek. This type of mid-19th century Dutch painting was the worst hit by last year's collapse in prices, but the successful bidder paid £8,000 more than the top estimate. Another exceptional price was the £19,000 (almost certainly a record for the artist) for a picture of the Mint Tower in Amsterdam painted in 1778 by Isaak Ouwater. This was estimated to fetch £7,000-£10,000.

Other substantial prices in a sale which realised £231,710, were the £8,000 paid by an anonymous buyer for a "Portrait of a Scribe" by Isador Kaufmann (just within estimate), and the £6,800 from an Italian dealer for a late 19th century picture, "Planning the Route," by Francisco Domingo Y Marques. This had been estimated at £2,000-£3,000.

Conveniently portable jewellery maintained its status as one of the strongest art markets at Christie's yesterday with a sale that totalled £379,720. Prices were consistently high and very little was left unsold. The best price was the £55,000 paid by Seymour for an emerald and diamond necklace of five graduated emerald and diamond clusters. It was estimated at £35,000-£40,000.

Seymour also paid £42,000 (within estimate) for an emerald and diamond necklace, and £40,000 (well above the £20,000-£25,000 forecast) for a diamond necklace forming a tiara. This piece claims a romantic history since the 28 graduated cushion shaped diamond collets formed two pendants of the diamond comb of the French crown jewels, and were bought by the anonymous vendor's family in 1887.

There were more exceptional prices at a Christie's sale of watches and carriage and table clocks, which made £105,620. Pride of place was the very rare silver-gilt astronomical crucifix watch by J. Troyon; of Porteus, which was bought by the Swiss dealer Manheimer for £17,325, comfortably above its £12,000-£15,000 forecast. The watch was made about 1630, perhaps for an important ecclesiastic, and is unusual in that virtually every part of the watch is made of silver.

Other good prices were the £4,410 paid by Banham for a Louis XVI ormolu regulateur de table by Lepaute, and the £3,570, also given by Manheimer, for a gold, enamel and hardstone watch of about 1800.

Around the other salerooms: at Sotheby's Belgravia continental furniture made £83,845, with an interesting price of £7,000 (above estimate) being paid for a pair of mid-19th century scagliola table tops, each with a central profile of Victoria and Albert. In 1963 Sotheby's had sold them for just £800.

RACING BY DOMINIC WIGAN

Outer Circle switch

IAN BALDING withdrew *Outer Circle* from last night's Hilary Needler Trophy at Beverley in order to go for to-day's Kingsclere Stakes (3.30) on his local course, Newbury, and I feel confident that by this evening he will have no cause for regret.

Outer Circle, a bay half-sister by My Swallow to that high class sprinter, Saulingo, created a highly favourable impression on her only previous racecourse appearance, when keeping on strongly to take second place, at two lengths, behind Heaven Knows at the last meeting here.

With the benefit of that experience behind her Balding's charge, who runs in preference to another promising stablemate, Marmora Bay, should prove much too good for Daisy Warwick, a respectable third of seven behind Western Jewel at Kempton recently. The only remaining runner, May Beck, an un-raced chestnut half-sister by Welsh Pageant to the brilliantly speedy Lowna, is reported to have been striding out well in recent home work, but this outing may be needed.

Half an hour before the Kingsclere Stakes, nine are due to line up for the Newbury Summer Cup (3.00), in which Outer Circle's rider, Joe Mercer, pilots Lady Beaverbrook's Bigribo. Although the West Ilsley four-year-old could well go close here, with only 8st. 11lbs, I doubt him dealing with another locally-trained runner, *Honoured Guest*, from the Upper Lambourn stable of Nick Vigors.

Honoured Guest, owned by a newcomer to English racing, Mr. Raymond Mendoza from Spain (for whom another Vigors representative, All Friends, won the Diomed Stakes last week), showed he was returning to his best form when taking second place behind Kaska, to whom he was trying to concede 24lbs., in Ripon's Joe Coral Handicap eight days ago. With the benefit of that run, Honoured Guest, a game winner of York's Dante Stakes last year, should be capable of outclassing to-day's opposition.

Willie Carson has been retained for Charlaine from Bernard van Cutsem's Stanley establishment in the Foxhill Handicap (4.00), but Barry Hills has secured Pat Eddery for *Marco Ricci*, and I believe that this Herbager colt will give the champion jockey his 41st winner of the campaign.

A three-lengths runner up to Zimbalon, from whom he was receiving only 3 lbs, in a mile and a half handicap at Haydock on May 23, Marco Ricci appears well in here, with 7 st 13 lb. I expect him to open his account by outpacing the somewhat disappointing Garden Party.

Turning to Yarmouth, where the course and distance winner, *Highway Robbery*, can win the Marleburgh Handicap (3.15), it could well pay racegoers to follow the fortunes of Brian Taylor. The Newmarket-based jockey, who has done particularly well here in recent years, could complete a double on *Little Ditty* in the Kitty Witches Plate (3.45) and on *Light Lager*, who goes for the closing event, the Doomsday Plate, an hour later.

Light Lager, a chestnut Crepello filly trained by Gavin Pritchard-Gordon for Mr. Stanhope Joel, showed notable promise to be placed in smart company on both her two-year-old appearances, and she again showed up well on her return this season, when eventually finishing sixth of 19 behind Tiger Trail at Kempton a fortnight ago.

I shall be surprised if she is beaten.

NEWBURY
2.00—Brother Somers
2.30—Kayla Shikari
3.00—Honoured Guest***
3.30—Outer Circle**
4.00—Marco Ricci
4.30—Staredo

YARMOUTH
3.15—Highway Robbery
3.45—Little Ditty
4.15—Glimmer of Hope
4.45—Light Lager*

BEVERLEY
3.00—Breezy Boy
4.00—Red Canute
5.00—Polly Peachum

TV Radio

† Indicates programme in black and white.

BBC 1

9.41 a.m. For Schools, Colleges. 1.00 p.m. Dechrau Canu Dechrau Canmol. 1.30 Chigley. 1.45 News. †3.58 Regional News (except London). 4.00 Play School. 4.25 Pixie and Dixie. 4.35 Jackanory. 4.50 Blue Peter. 5.15 The Small World of Samuel Tweet. 5.40 Roobarb.

5.45 News.
†6.00 Nationwide.
6.45 To-morrow's World.
7.10 Top of the Pops.
7.40 Dad's Army.
8.10 The Undersea World of Jacques Cousteau.
9.00 News.
9.25 Play for To-day.
10.25 Midweek Special.
†11.20 Regional News.

All Regions as BBC 1 except at the following times:—

Wales—1.30-1.45 p.m. Nant-y-Pant. 6.00-6.45 Wales To-day. 6.45-7.10 Heddiw. 7.40-8.10 Blodeugerdd. †11.20 News.

Scotland—6.00-6.45 p.m. Reporting Scotland. 10.25-10.55 Feill Nan Ceilteach: The Pan-Celtic Festival. †11.20 Scottish News Summary.

Northern Ireland—3.58-4.00 p.m. Northern Ireland News. 6.00-6.45 Scene Around Six. †11.20 Northern Ireland News Headlines.

England—6.00-6.45 p.m. †Look North (from Leeds, Manchester, Newcastle); †Midlands To-day (from Birmingham); †Look East (from Norwich); Points West (from Bristol); †South To-day (from Southampton); †Spotlight South-West (from Plymouth).

BBC 2

†6.40 a.m. Open University.
11.00 Play School.
†5.00 Open University.
6.40 Model World.
7.05 Open University.
7.30 Newsday.
7.55 Sir Mortimer and Magnus.
8.10 Looking for Clancy.
9.00 All in the Family.
9.25 Man Alive.
10.15 Gardeners' World.
10.40 Centre Play.
11.10 News Extra.
11.29 Closedown: Leslie Sands reads "When I Have Fears" by John Keats.

LONDON

9.42 a.m. Schools Programmes. 10.35 The 21st Century. 11.00 Schools Programmes. 12.00 Pipkins. 12.15 p.m. Paperplay. 12.30 Looks Familiar. 1.00 First Report. 1.20 Lunch-time To-day. 1.30 Keep Britain Slim. 2.00 Good Afternoon. †2.30 "A Woman Possessed," starring Margaretta Scott and Francis Matthews. 3.45 Cartoon. 3.55 About Britain. †4.25 Comedy Classics: Bud Abbott and Lou Costello in "The Naughty Nineties."

5.50 News from ITN.
6.00 To-day.
6.35 Crossroads.
7.00 Born Free.
8.00 Dawson's Weekly.
8.30 This Week.
9.00 What Would You Do?
10.00 News.
10.30 A Place in Europe.
11.00 What the Papers Say.
11.15 People and Politics.
†12.15 a.m. The Inward Eye.

All ITV Regions as London except at the following times:—

ANGLIA

1.25 p.m. Anglia News. 2.00 Woman Only. 2.30 Mystery Movie: Banacek. 4.25 The Romper Room. 4.55 The Amazing Chan and the Chan Clan. 5.20 Rock on with 45. 6.00 About Anglia. 6.20 Arena. 7.00 Bygones. 7.30 The Protectors. 11.00 Griff. 11.55 Christians in Action.

ATV MIDLANDS

12.30 p.m. General Hospital. 1.20 Lunchtime News Desk. 2.30 Snooker. 4.25 Voyage To The Bottom Of The Sea. 5.20 Rock On With 45. 6.00 ATV Today. 7.00 Barnaby Jones. 10.30 Gardening To-day. 11.00 Checkmate. 11.30 What The Papers Say. 11.45 Ian Knox.

BORDER

12.30 p.m. General Hospital. †1.25 Border News. 2.00 Women Only. 2.30 Snooker: The Double Diamond Snooker Team Event. 4.25 Woobinda—Animal Doctor. 4.50 Junior Library. 5.05 Cartoon Time. 5.20 Rock On With 45. 6.00 Border News and Lookaround. 7.00 Husband of the Year. 10.30 Gardening To-day. 11.00 Maude. †11.30 Border News Summary.

CHANNEL

1.20 p.m. Channel Lunchtime News and What's On Where. 2.30 Look Who's Talking. 3.00 Barnaby Jones. 4.25 Cowboy in Africa. 5.15 Anna and the King. 6.00 Channel News. 6.10 Skippy. 7.00 The Six Million Dollar Man. 10.30 The Collaborators. 11.25 Actualities et Projections.

GRAMPIAN

1.20 p.m. Grampian News Headlines. 2.00 Women Only. 2.30 Double Diamond Snooker Team Championships of Great Britain. 4.25 Tarzan. 5.20 Rock On With 45. 6.00 Grampian News. 6.10 What's Your Answer? 7.00 Marcus Welby MD. 10.30 Conference Report. 10.45 Gardening To-day. 11.15 Matter of Concern. 11.45 Evening Prayers.

GRANADA

12.30 p.m. General Hospital. 1.20 This Is Your Right. 2.30 Wild Australia. 3.00 The Baron. 3.55 About Britain. 4.25 Tarzan. 5.15 Dodo. 5.20 Crossroads. 6.00 Granada Reports. 6.35 Rock On With 45. 7.05 Combat. 10.30 Reports Extra. 11.20 Homicide.

HTV

12.30 p.m. General Hospital. 1.20 Report West Headlines. 1.25 Report Wales Headlines. 2.00 Women Only. 2.30 "The Over-the-Hill Gang Rides Again" starring Walter Brennan, Fred Astaire and Edgar Buchanan. 3.55 About Britain. 4.25 Around the World in 80 Days. 4.50 Adventures of Rainbow Country. 5.20 Help! 5.25 Crossroads. 6.00 Report West. 6.15 Report Wales. 6.30 Husband of the Year. 7.00 Jason King. 10.30 Gallery. 11.00 Journey to the Unknown.

HTV Cymru/Wales—As HTV General Service except: 1.20-1.25 p.m. Penawdau Newyddion y Dydd. 4.25 Miri Mawr. 4.35-4.50 Miri Mwy. 6.01-6.15 Y Dydd. 10.30 Wild on the Moor. 11.00 Class Roots

HTV West—As HTV General Service except: 1.20-1.30 p.m. Report West Headlines. 6.15-6.30 Sport West.

SCOTTISH

1.25 p.m. Road and Weather Report. 2.00 Housecall. 2.30 Double Diamond Snooker Team Championships. 4.25 Around the World in Eighty Days. 4.55 Arthur of the Britons. 5.20 Kiri. 5.25 Crossroads. 6.00 Scotland To-day. 6.30 F Troop. 7.00 The Six Million Dollar Man. 10.30 Conference Report from the Scottish Liberal Party, Ayr. 10.45 University Challenge. 11.15 Late Call. 11.20 The Arts Programme.

SOUTHERN

1.20 p.m. Southern News. 2.00 Women Only. 2.30 "Message to My Daughter." 4.25 Around the World in Eighty Days. 4.50 The Beachcombers. 5.20 Dodo. 5.25 Crossroads. 6.00 Day by Day. 6.35 Survival. 7.00 Barnaby Jones. 10.30 Your Men at Westminster. 11.00 Southern News Extra. 11.10 Night Gallery.

TYNE TEES

9.35 a.m. Starting Point. 1.25 p.m. Where the Jobs Are. 2.00 Women Only. 2.30 "Second Chance," starring Robert Mitchum and Linda Darnell. 4.25 Tarzan. 5.20 Rock on With 45. 6.00 To-day at Six. 7.00 The Six Million Dollar Man. 10.30 Maude. 11.00 Double Top. 11.35 Late News Extra. 11.40 Understanding.

ULSTER

1.20 p.m. Ulster News Headlines. 2.30 Snooker. 4.23 Ulster News Headlines. 4.25 Lost in Space. 5.20 Rock on With "45." 6.00 Summer Reports. 7.00 Six Million Dollar Man. 11.00 What's it all About?—Church Report.

WESTWARD

12.15 p.m. Gus Honeybun's Birthdays. 1.20 Westward News Headlines. 2.30 Look Who's Talking (Hope and Keen). 3.00 Barnaby Jones. 4.25 Cowboy in Africa. 5.15 Anna and the King. 6.00 Westward Diary. 7.00 The Six Million Dollar Man. 10.32 Westward Late News. 10.35 The Collaborators. 11.30 Faith for Life.

YORKSHIRE

12.30 p.m. General Hospital. 1.20 Calendar News. 2.30 "Second Chance," starring Robert Mitchum, Jack Palance and Linda Darnell. 4.25 Tarzan. 5.20 Rock on with "45." 6.00 Calendar. 7.00 Six Million Dollar Man. 10.30 Calendar People. 11.05 Barnaby Jones.

RADIO 1 247m

(S) Stereophonic broadcast

6.00 a.m. As Radio 2. 7.00 Noel Edmonds. 9.00 Tony Blackburn. 12.00 Paul Burnett including this week's new Top discs and 12.30 p.m. Newsbeat. 2.02 David Hamilton (S) also on VHF 5.00 Newsbeat. 5.15 John Peel with Top Gear. 7.00-12.33 a.m. As Radio 2.

RADIO 2 1,500m and VHF

6.00 a.m. News Summary. 6.02 Simon Bates (S). 6.15 Pause for Thought. 7.02 Terry Wogan (S). 8.27 Racing Bulletin and 8.45 Pause for Thought. 9.02-11.30 Pete Murray's Open House (S) including 10.30 Waggoners' Walk. 11.30 Jean Challis (S). 1.50 p.m. Sports Desk. 1.55 Good Listening (VHF) 2.02 David Hamilton (S) including on 1500m only (also 202m Scotland) 2.45, 3.45 and 4.45 Sports Desk. 5.02 Waggoners' Walk. 5.17 Sam Costa (S) including at 5.45 Sports Desk. 6.45 Sports Desk. 7.02 The 75 Show. 7.30 Sports Desk. 7.32 The Organist Entertains (S). 8.02 Folk 75 (S). 8.30 Folkweave (S). 9.02 Barn Dance in Radio 2 Ballroom (S). 10.02 Sports Desk. 10.05 Don Durbridge (S) with Music Through Midnight including 12.00 News, 12.31 a.m. News Summary.

RADIO 3 464m, Stereo & VHF

‡ Medium Wave only

7.00 a.m. News. 7.05 Overture: Rossini, Mercadante, Verdi, (S). 8.00 News. 8.05 Morning Concert: Shostakovich, Prokofiev, (S). 9.00 News. 9.05 This Week's Composer: Michael Haydn (S). 9.40 Schumann and Pfitzner Songs (piano recital). 10.10 Academy of the BBC: part 1: Rawsthorne, Mozart (S). 10.55 Words . . . David Martin reflects on some of the things we say. 11.00 Concert part 2: Mozart, Schubert (S). 12.00 Tamas Vasary piano recital, part 1: Schubert, Liszt (S) 1.00 p.m. News. 1.05 Recital part 2, Debussy, Chopin (S). 2.00 "Die Entführung Aus Dem Serail" opera in three acts, music by Mozart (S). 3.10 Interval Reading. 3.15 "Die Entführung aus dem Serail," part 2. 4.20 String Quartets (S) 5.25 Great Pianists (S). ‡5.45 Homeward Bound. ‡6.05 News. ‡6.10 Homeward Bound (continued). ‡6.30 Study on 3. 7.30 Music in Question (S). 8.00 Scottish National Orchestra Schubert Hollinger, Berio, Beethoven (S). 9.35 Samuel Beckett. 10.20 Fauré and Debussy Songs (S). 11.00 Hindemith (S). 11.25 News.

Radio 3 VHF only—6.20-7.00 a.m. and 5.45-7.30 p.m. Open University.

RADIO 4

434m, 330m, 285m and VHF

6.20 a.m. News. 6.22 Farming Today. 6.40 Prayer for the Day. 6.45 Today including 6.50 and 7.50 VHF Regional News. 6.55 Weather, programme news. 7.00 News and more of Today including 7.27 Sports Desk and 7.35 Today's Papers. 7.45-7.50 Thought for the Day. 7.55 Weather, programme news. 8.00 News and more of Today. 8.30 Yesterday in Parliament. 9.00 News. ‡9.05 These You Have Loved. ‡10.00 News. ‡10.05 From Our Own Correspondent. 10.30 Daily Service. ‡10.45 Morning Story. ‡11.00 News. ‡11.05 If You Think You've Got Problems . . . ! ‡11.50 Sir Geoffrey Jackson. 12.00 News. 12.02 p.m. You and Yours. 12.27 My Music! (S) ‡12.55 Weather, programme news VHF (except London and SE) Regional News. 1.00 The World at One. 1.30 The Archers. 1.45 Woman's Hour: (from 2.00) including 2.00-2.02 News. ‡2.45 Listen with Mother. 3.00 News. ‡3.05 Setting the scene at House of Commons for Prime Minister's Question Time at 3.15. 3.05 Afternoon Theatre. 3.50 Jack de Manio Precisely. 4.35 Story Time. 5.00 PM Reports. ‡5.50 Financial Report. VHF Regional News. 5.55 Weather, programme news. 6.00 News. 6.15 Dad's Army. 6.45 The Archers 7.00 News Desk. 7.30 Any Answers? 8.00 Maugham the Storyteller. 8.45 Analysis: Whither Labour?—after the Referendum campaign. 9.30 Kaleidoscope. 9.59 Weather. 10.00 The World Tonight. 10.45 A Book At Bedtime. 11.00 The Financial World Tonight: Radio 4's International Business Report: Market Trends. 11.15 Today in Parliament. 11.45 News.

BBC Radio London

206m and 94.9 VHF

6.00 a.m. As Radio 2. 6.30 Rush Hour. 9.30 Downtown. 11.03 In Town. 12.03 p.m. Call In—1. 12.45 London News Desk. 1.03 Call In—2. 2.03 206 Showcase. 3.03 Young In Mind. 4.03 Sound Out. 4.32 Home Run, including London News Desk at 5.0, 6.00. 7.00 In Town. 8.00 Rail. 8.30 In Concert. 10.03 Robbie Vincent's Late Night London. 12.00 As Radio 2 until closedown.

London Broadcasting

261m and 97.3 VHF

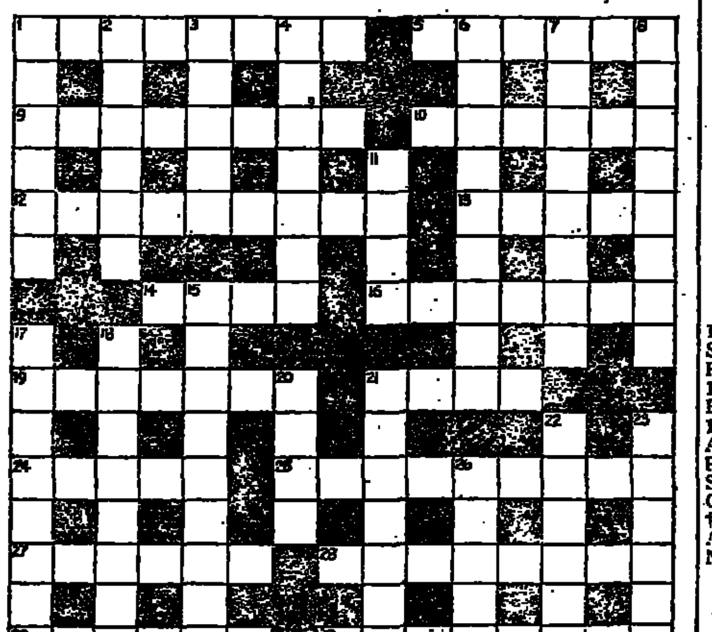
5.00 a.m.: "A.M.": London's breakfast-time news show, with interviews, traffic and travel service, plus sport, with Douglas Cameron and Clive Roslin. 9.30 Parliament from the Inside: LBC's morning report on the House of Commons at work. 10.30 Open Line: London talks to George Gale. 12.00 Newswatch: LBC's news and information service plus live reports from the House of Commons, including at 3.15 p.m. Prime Minister's Question Time. 6.00 p.m. Newsbreak. 7.30 Music in Stereo. 9.00 Love in London presented by Adrian Love. 1.30-6.00 a.m. Nightwatch: news every half-hour.

Capital Radio

194m and 95.8 VHF

6.30 a.m. Kenny Everett with 24 hours of music and madness. 9.00 Michael Aspel with music, features, advice and Swap-shop. 12.00 Cash on Delivery with Dave Cash. 3.00 p.m. Roger Scott with Music. 7.00 London To-day. 7.30 Open Line. 9.00 Nicky Horne's rock show. 11.00 Tony Myatt's late night on Capital. 2.00 a.m. Night Flight.

F.T. CROSSWORD PUZZLE No. 2,801



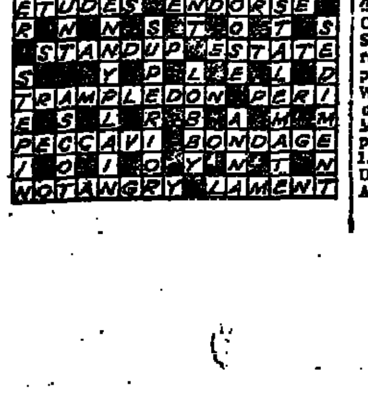
ACROSS

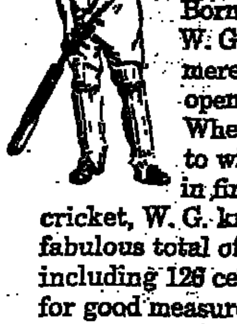
1 Exposes family to nudity (4, 4)
5 Extortioner makes you sound more certain (6)
9 Eat with reporters during crush (8)
10 Have power to preserve dance (3-3)
12 Stops when holiday's cancelled (6, 3)
13 Topping cake airmen consider dangerous (5)
14 Necessary to make accountant keep quiet (4)
16 Train me to get into habit (7)
19 Average student taken to our sitting room (7)
21 Spring blossom ought to be found in Irish county (4)
24 Dress fabric from Northern Ireland gets refusal in France (5)
25 Grudges outstanding from the early 20s (3, 6)
27 "I a stranger and ———" (Housman) (6)
28 Unexpected gift for part of orchestra to decline (8)
29 Pulling in direction of salary (6)
30 Land race made to fit into list of events (8)

DOWN

1 Rock back one sailor with another (6)
2 Tear was welling up in cutter (6)
3 Southern press looks swell (6)
4 Truly it may be hit soon (2, 5)
6 Firmness is the short way to power (9)
7 Set to fence (8)
8 Vagabond made to sprint before a crowd of paying spectators (8)
11 Article on Air Force coming up from a distance (4)
15 Plentiful as a Spring in Gateshead (9)
17 Mine begin with actors (4, 4)
18 Face noise coming from seats nearest stage (5, 3)
20 Cause to cheer (4)
21 Forced Provisionals to take wine (7)
22 Mission could go wrong in addition (6)
23 Attendant with a stable existence (6)
26 Rotter about to join skeleton staff (5)

Solution to Puzzle No. 2,800





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Record Review

Moderns late and early

by MAX LOPPERT

Birtwistle: Verses for Ensembles. The Fields of Sorrow (with Manning, sop.). London Sinfonietta/Atherton. Nenia—The Death of Orpheus. Manning/The Matrix/Hacker. Decca HEAD 7 (£2.99)

Henze: Compases para preguntas ensimismadas (with Fukai, viola). Second Violin Concerto (with Langbein, violin). London Sinfonietta / Henze. Decca HEAD 5 (£2.99)

ves: Fourth Symphony. John Alldis Ch./LPO/Serebrier. RCA ARL1-0589 (£2.90)

Ravel: Mother Goose (complete). La Valse. Menuet antique. New York PO/Boulez. CBS 76306 (£2.99)

The record of music by Harrion Birtwistle is powerful, grip*ing and magical* — an invaluble addition to the small (if ot by now deleted to non-xistence) number of this comoser's works committed to disc. May it have financial, as well as ritical, success, so that Dominic Gill's plea, in these columns arlier in the week, for a recording of *Meridian falls sympathetically* on at least Decca ears.

Birtwistle's is one of the few riginal musical minds of our lay. His utterances are slowly nd carefully formed, their apidary, *time-stretching quality* nd *fastidious* craftsmanship tartlingly precise and fulledged even at a *first hearing*. His *imaginative world appears to* ake no account of the tenets nd *fashions* of the present, but reates *its own landscapes*, in which techniques absorbed from medieval and Renaissance music and the highly formalised structural and rhythmic devices of ritual, poetry and Classical Greek drama, order the scenery—dark, secretive and chaste in melancholy, or else lit with flashes of antique fire.

The earliest work on the record, *Verses for Ensembles* (1969), with its groups of brass, wind and percussion, is superficially reminiscent of Varèse, in its adamantine brilliance, or Messiaen, in the interlocked patterning of contrasted blocks. But as the spatial elements make their purpose felt—the movement of players from point to point creates a sense of "structure *in the round*" (as well caught on this record as any essentially concert-hall experience can be)—the aggressively poetic personality of the music is perceived as distinct and clearly defined in itself. Freedom of choice plays no small part in *Verses* (at times a player will be *offered* a *choice of* three staves from which to pursue his line), so that the "rightness" of the piece in any performance, even in one less bouncing and vivacious than the Sinfonietta's under David Atherton, is the more remarkable.

The compositions on the second side are possibly even more individual. Who else is writing music like *Nenia?*—a slow, plangent, internally reverberant setting of a text (by Peter Zinovieff) on the Orpheus legend, in which the speaking Jane Manning duets with her singing self, creating at least *three levels of response*: narrative, Orpheus's lament and Eurydice's cry subtly counterpoint and inter-penetrate each other. Two pianos (one prepared), crotales, and three clarinets (one player doubling on a B flat clarinet) are all the instruments; yet what glistening pools of sound they make! Only an ugly pronunciation of Latin names detracts from the breathtaking virtuosity of Miss Manning's performance; at the end, voice-over recording techniques permit her to intone the names of both lovers simultaneously—the effect, not in the score, is poignant. *The Fields of Sorrow*, a short and exquisitely concentrated setting of Ausonius for chorus (here un-named), two sopranos (Miss Manning again double-tracked) and wind orchestra, completes a record that no lover of musical adventure—the true music-lover—will want to miss. He or she must scrutinise the copy for scratches, clicks or crackle—*Nenia*, in particular, made my stylus jump several times.

The Entertainment Guide is on Page 28

Henze's two concertos, with their elaborate programmes and intricate instrumental machinery, make a diffuse and self-absorbed impression. This is more acceptable in the one for viola (1970—its subtitle was roughly translated as "Measures for tricky questions" in Andrew Porter's review of the June 1973 Sinfonietta concert on which the present record is based); for the sounds the composer has fashioned through which his questioning soloist wanders, are *so succulent*, various and full of artful delicacy, that the long, discursive, un-centred sequence can be enjoyed on its own terms —especially when the violist commands his instrument with the noble sensitivity Hiroyumi Fukai here displays. The Second Violin Concerto (1971), forcing strenuous and obscure music-theatre and musical analogies out of the texts by the poet Enszenberger and the mathematician Gödel, *proves at once thin* and tricksy, in purely musical matter, so that not all the wonted Henze aural acuteness can preserve the listener's attention or patience. Brenton Langbein is the secure, imaginative soloist; the Sinfonietta play, under the composer's baton, with admirable conviction.

Two fine fruits remain after all the Ives and Ravel centenary junketings have died away. The *Fourth Symphony is in many* ways the American composer's boldest and most difficult orchestral score, embracing all the turbulence, demotic boisterousness and sentiment, mysticism, daring experiments with the "polyphony" of simultaneous but unrelated parts, and the far-seeing, stubborn individuality of vision for which he is now loved, together with a last movement in which an apotheosis of all the characteristic elements is attempted (*if not finally brought* off). In Leopold Stokowski's much-praised 1966 recording, one of his two assistant conductors required to cope with the proliferation of independent groups in this last movement was José Serebrier, who now leads his own version (with assistants obviously employed but left anonymous). He fails to inspire in the orchestra the passionate eloquence and vibrancy that is his master's secret; yet the new recording presents much more of this complex score more clearly to the ear, so that the musical inspiration seems even more consistent *in teeming richness*. And level-headedness is not a quality to be scorned in Ives.

Boulez continues his splendid *journey through Ravel* with an account of the complete *Mother Goose* that brings this wonderful, much-recorded score to glowing and glittering fresh life. The characteristics of the conductor's style, uniquely well suited to the composer, have been remarked upon before; here, in this most crystalline and decorative of the orchestral scores, the cool focus and light, floated touch serve to examine to an unexpected degree *the sudden sinister shadows flitting* across the fragile storybook pictures. *La Valse*, with rubato and rhythmic lift given sober and considered attention, emerges a trifle academic, revealing just a little of the didactic Boulez not usually found in Ravel: the waltz style is a learned perception rather than a vital communication (has he ever danced the waltz?). Yet again the playing of the New York Philharmonic is feathery and poised, *the antithesis of the* orchestra's image. Ravel's 1930 orchestration of the little 1895 piano piece—affectionate pastiche with a touch of elegant wistfulness—provides a valuable filler.

Phoenix

Godspell

by B. A. YOUNG

The shock of seeing *Hair* last reek after seven years enouraged *me to look at Godspell* gain on its return to the West End. *Godspell* is the square *Hair*, he rock-feast in which the notivation is in favour of established morality, not against it. It vas received with approbation y a youngish audience and with adness by me.

Godspell consists of a free araphrase of St. Matthew's Gospel as it might be played by mall children (though it leaves *out what I should have thought* he important factor of the Resurrection). The acting of hildren before puberty is full of a blessed unselfconsciousness hat gives charm to even their silliest inventions. The charm disappears when their childish antics are imitated by adult actors playing a script as childish as the acting. It is replaced, for me at any rate, with embarrassment.

My distress was sharpened at the Phoenix by the evident talent of the young company. All the solo bits are done with charm and *skill*; besides *Tony Rickell*, who plays Jesus as a quiet teenage boy, not a clown as David Essex did, I was taken with Andrew Wadsworth, Sharon Lyle (who has the most memorable song, "Day by day"), Neil Martin. Su Pollard gives a fizzing performance of "Turn back, O man" in the aisle of the stalls (pausing last night to evangelise two West End managements, no doubt by pure luck). Come in early from the interval, and there is an expert turn by David MacArthur metamorphosised into a stand-up comic.

James Gill, the director, seems to have had as little confidence in John-Michael Tebelak's script as I, for it is almost unrecognisable as the same item that opened at the Round House. It is played in broad Cockney or regional dialect except when *players represent a specific* character, and is thickly laced with gags and business from television and music-hall. One may courteously attribute the extreme puerilities, such as the confusion between "path" and "bath," to Mr. Tebelak, on whose production this one is allegedly based; but I don't think Mr. Tebelak can be blamed for the restless, meaningless movement, often so unco-ordinated that *attention is distracted from the* main characters by by-play in other parts of the stage.

The singing is pretty good all the way through the company, and Stephen Schwartz's songs, though they seldom attain to more than a momentary euphony, sound well enough as the boys and girls and the four-piece group on the stage despatch them. The whole business seems so well-meaning, and *brought such pleasure* to the audience, that I am sorry I can't discern anything in it to admire.

Trevor Humphries

Gemma Jones and Ian McKellen in David Rudkin's 'Ashes,' which opened last night at the Young Vic

Albert Hall

Fairport Convention

by ANTONY THORNCROFT

At the first night of the International London Festival at the Albert Hall on Monday the *audience turned up* but Mikis Theodorakis did not. On Tuesday there was only the inevitable pop concert delay keeping Fairport Convention from its supporters, although by the interval the uncommitted must have been wondering whether the Monday night audience was not the happy one.

For Fairport Convention were less than warm to start with. In fact they were unseasonably cold, and the new songs they introduced in to the act did nothing to improve matters. They sounded very dreary. All in *all* it looked like one of Fairport Convention's bad nights.

For this fickle group, one of the truly innovating forces in popular music through its infusion of electric rock into traditional folk song around six years ago, has had its ups and downs which are not always smoothed over on stage. The current line-up includes one of the almost originals again in singer Sandy Denny but the band cannot shake off the memories of *its golden* period. In the hushes between songs undiplomatic voices could be heard shouting *for* ex-guitarist Richard Thompson and drummer Dave Mattacks.

Fortunately the music improved after the interval, thanks to a rousing start from the very oldie Mr. Lacey. Then there were solo spots culminating in a trace of that haunting atmosphere which was a Fairport speciality. Sandy Denny sang an unaccompanied folk song and as she finished fiddler Dave Swarbrick took up the theme, enlivened and milked it, and then led the band into "Young *Tamlin*," *which* finally got the audience interested.

But these snatches of the old Fairport rather show up the leadenness of the current material. They have abandoned folk and replaced it with second-rate songs of their own making. Even Sandy Denny, who used to enuciate nicely, slurred her words and even succeeded in getting lost on stage between the piano stool and the guitar stand.

Still there is no reason why Fairport Convention should be frozen into their 1970 music and they can still belt out a jig or amplify a traditional melody better than most. It is just that a Fairport concert used to be an occasion, ...sometimes almost magical in its tension, and attracting girls looking like milkmaids and men dressed like plough boys. On Tuesday it could have been the Andy Williams *crowd and the music was almost* as predictable as they would expect.

ICA Theatre

Talkshop

by MICHAEL COVENEY

This is the first play by actor Thomas Baptiste and the lunchtime performances (daily at 1.15 p.m.) constitute a small part of 10th anniversary celebrations of the Notting Hill Peoples Carnival. The scene is a London barber's shop run by an immigrant and populated for most of the day by his friends talking about days in the sun back home and the likelihood of employing guerilla tactics to negotiate a better deal for the black ghetto community. I must hasten to add that these topics are skimpily touched on, Mr. Baptiste following the example of fellow Trinidadian Mustapha Matura in plumping for comedy and bathos before serious tub-thumping.

This is all to the good, but the play is seriously underpowered even on the comic level. The barber (played by Mr. Baptiste himself) and his assistant (Norman Beaton) take turns to serve as stooge or feed to the passing flow, paying minimal professional attention to two customers who, silent throughout, become butts for the taunts *of the regulars. The customers*, a vain smirker with an Afro hair-style (Stefan Kalipha) and a superior young white man (Julian Armstrong), are not involved until the final, surprising flurry when a slip of the razor leads to Mr. Baptiste's zany punch-line.

Book Reviews appear on Page 35

Most of the dialogue centres, once again, around thet spiritual conflicts of blacks when they both try to integrate in a white *society and feel used or rejected* by it. Fun is made of the characters' reluctance to work at either their jobs or their futures, and a threatening note is sounded when one of the regulars, smooth and slickly dressed, directs his demand—that blacks "who think they are white" should be *obliterated* — to the *Afro* customer. In the end, though, the piece proves a weak vehicle for the actors' vitality. The director is Gerald Chapman.

Adolf Dallapozza in 'Der Vogelhändler'

Vienna Festival—1

Johann Strauss

by RONALD CRICHTON

The 25th Vienna Festival luckily coincides with the 150th anniversary of the birth of Johann Strauss the younger. *There is an internationally-cast Fledermaus*, of which more in a further article, at the Theater an der Wien, and an exhibition in the Rathaus. *Eine Nacht in Venedig* is running at one of the suburban theatres. Almost every symphony concert includes something by the Waltz King. They are not, however, flogging him to death. Three days in Vienna have only produced (apart from discreetly piped music in the exhibition) a street-theatre production of *Der Zigeunerbaron* set up on a trestle stage in the stable-yard of the Villa Hermes, an *imperial bolt-hole deep in the* middle of the Lainzer Tiergarten on the edge of the city.

The young soprano playing Steffi was gifted enough to make one want to stay for more than one scene, but *Der Vogelhändler* at the Volksoper beckoned. That agreeable, useful and efficient theatre naturally plays a leading part in a festival built round one of the major operetta composers. Stauss's *Wiener Blut* is in the *repertory supported, by revivals* of Lehár, Stolz, Kalman, Millöcker and Zeller. Carl Zeller's *Vogelhändler*, recently mounted in a new production with the book reworked (operettas are just as liable to the attentions of busy revisers as little-known operas) by Fritz Eckhardt, is a charmer, whatever may have been done to it. The period has been brought forward to the time of the first production *(1891). Karl-Eugen Spurny's* permanent set, an elaborate, three-sided wooden gallery with sweeping staircases, placed against a painted backdrop of tall, feathery trees, immediately promised pleasure—though why these elements should combine so well is hard to say.

Zeller's hero, Adam, is one of the Tyrolese bird-sellers who used to import yellow canaries from Turkey and wander round Central Europe with a bundle of bird cages on their back. Adam is sung at the Volksoper by Adolf Dallapozza, himself a South Tyrolese, a stylish tenor with good looks and a charming, rather shy stage personality—the kind of lyric tenor every opera director prays for, and a great Viennese favourite. The Volksoper is lucky. Horst Hoffmann in the second tenor role of Count Stanislaus is scarcely less good (like many operettas of the time, *Der Vogelhändler* contains minor royalty and nobility as well as peasants and vagabonds, offering producers a chance for satire several degrees milder than the barbs' of Offenbach and his librettists).

Until the waltz-song "Schenkt man sich Rosen in Tyrol" ushers in the finale, the first act is more remarkable for length, and for barren acres of dialogue with everyone disguised as somebody else, than for *invention*. From that moment a spring is released, and Zeller shakes tune after tune out of his sleeve, mostly, but by no means exclusively, for his first tenor. He is sentimental, sometimes, in a way it is hard to dislike, and his orchestrator Ischpold (or whoever was responsible for what one now hears), stresses the fact by thick scoring with cello descants like jam in chocolate cake. Rudolf Bibl *conducted with unobtrusive* care. Leo Bei has based his costumes for the court ball in act 2 on designs by the historical painter Makart, a Viennese figure once even more popular than Johann Strauss.

Some of the *Vogelhändler* cast, including the tenor Hoffmann, Helga Papouschek, a tiny character soprano too intelligent to be labelled merely as a soubrette, and an experienced comic baritone, Hans Kraemmer, had been *seen* the previous evening in Millöcker's *Der Bettelstudent*. This is an old production dating back to 1949, still presentable but not sufficiently so to arouse much interest in the work. *Der Bettelstudent* has more amusing dialogue than *Vogelhändler* and less soupy scoring, but *Millöcker's stock of tunes* is thinnish compared with Zeller's. Two acts were enough, in spite of a likeable performance and the presence in the cast of two time-defying favourites, Ira Malaniuk and Wilma Lipp. It was difficult to remember that 20 years have gone by since Miss Lipp sang Adele in the Clemens Krauss recording of *Fledermaus* which remains a model of Strauss style.

The *exhibition in the Rathaus* is on the usual, well-tried lines—portraits, mementoes, manuscripts, early editions of sheet music, background material about Vienna in the golden age of operetta. Enshrined in a central vitrine are the autograph score of *Fledermaus* and the property watch used by the first Eisenstein. There is a print of the monster concert Strauss gave in 1872 in Boston before an audience of 30,000, with a choir of 16,000 and an orchestra of 1,500. Of interest to English visitors is the illustrated cover *of a waltz dating from Strauss's* London visit of 1868—*Erinnerung an Covent-Garden*, allegedly based on English popular airs.

Glyndebourne

Yevgeny Onyegin

by MAX LOPPERT

We had been invited back to Glyndebourne for two successive *performances of the* Chaikovsky revival, Sunday's and Tuesday's with a single cast change on each occasion. So that must be the business of this notice; it is impossible first not repeat Elizabeth Forbes's praises, sung last month of the production — Glyndebourne at its finest, so loving in dramatic grasp of an opera, so just in scale, tactful in almost every detail, and supporting performance (that bit of side-stage fussiness tricked out during Prince Gremin's aria was a single, notable distraction) that the unique qualities of tenderly palpitating passion and barely contained heartbreak in the music are as intensely and strongly *affecting* as the big display scenes are full of convivial and stirring pleasures. Even one who finds the paradings outside the theatre odious must allow the production inside to be Glyndebourne's most persuasive advocate.

Lensky on Sunday was Anthony Rolfe Johnson, with his small, touchingly vulnerable face and frame, ready to blaze with *love at a moment, or to be* crumpled with hurt borne like a visible wound. Mr. Rolfe Johnson is the very image of youthful, poetic impulsiveness, and though his singing in the solos lacked thorough schooling in the placing of each note (comparisons are discourteous, but it must be noted that on *Tuesday* the less physically suitable Ryland Davies as Lensky gave an account of his second act aria in every way more elegantly styled), there was a melting, unaffected sweetness in much that he did, so that his end seemed even more heartbreaking and *meaningless than usual*. A strong, well-supported top B flat has still to be acquired.

Tatyana on that occasion had been Galia Yoncheva, lovely, graceful actress and uneven singer. Elizabeth Tippett, on Tuesday, rather reversed the epithets, though her presentation, on entrance, of a plain, withdrawn, bookish young girl was acute and careful. Later, as an *actress of a part drawn* and coloured with Chekovian particularity of fine nuance, she tended to miss the sudden bursts of feeling, equally the heights of ecstasy and the depths of humiliated despair. She sang, from the start, with full, firm, naturally placed tone which grew *lustrous and even radiant in the* last scene—responding, no doubt, to the most ardently romantic Onyegin (Richard Stilwell) she can ever have had to reject. It was a handsome, heartfelt reading of a scene, and a role, that call finally for greater volatility of feeling. That Miss Tippett *possesses one of the most secure* and confident lyric sopranos presently about could hardly be doubted after this Glyndebourne appearance.

WORLD TRADE NEWS

NORTH KOREA'S PROBLEMS

Debts and deficit

BY DICK WILSON

DESPITE a surprising promise of a $200m. credit from Iran, North Korea's trade with the non-Communist world is still in trouble.

JETRO, the Japanese foreign trade organisation, estimates North Korea's trading deficit with 20 leading Western partners last year at $430m.—four times the 1973 deficit.

A Japanese estimate of outstanding debts to the West, reported in the Far Eastern Economic Review is $550m., while the Korea Exchange Bank in Seoul, South Korea, puts the figure even higher, at $1bn.

Hermes Kreditversicherung, the West German export insurance body, suspended further coverage for shipments to North Korea last month. While the *Japanese Ministry of International Trade and Industry* (MITI) denies that it has suspended coverage for export insurance to North Korea, traders in Tokyo say that it is not writing long-term polices for certain items.

Failure

A Finnish delegation to Pyongyang, the North Korean capital, four months ago failed to get payment of £14.6m. outstanding since September last for paper-making equipment which had been delivered. A return delegation of North Koreans to Finland is expected to resume these repayment negotiations, although reports from Helsinki after the Finnish team returned in February suggested that much of the equipment had been ruined by inadequate storage.

North Korea expanded its purchases of Western machinery after the launching of its new Six-Year Plan in 1971, aiming to double steel, fertiliser and electricity production. About half of its foreign trade is currently done with the West. Last year it had to pay more for the 1½m. tons of oil which it imports, mainly from China and the Soviet Union, and exports originally destined for the West had to be diverted to these Communist partners. Even so, Far Eastern sources put North Korea's outstanding debts to China, Russia and Eastern Europe at $700m. to $750m.

With high prices being asked for Western machinery, the North Koreans have seen prices for their non-ferrous mineral exports drop. It was believed that President Kim Il Sung's recent visit to Peking "was in part prompted by the hope of Chinese assistance in this dilemma. The Chinese Minister of Foreign Trade, Mr. Li Chiang, was present at some of the top-level meetings which Kim had in Peking. But the Chinese, if they helped at all, would probably have offered payment facilities for their goods and services supplied by them, rather than foreign exchange.

Similarly, the Iranian offer of $200m., incorporated in a trade agreement signed by the Korean Vice-Premier, Mr. Pak Sun Chul, in Teheran in March, is to pay for Iranian shipments of oil. In return, Korea is to send steel, corn, chemical fertiliser and cement to built up a two-way trade to a 1980 target of $700m. The Koreans are also buying a 15,000 ton cargo ship from Iran's neighbour, Pakistan, to be built by Karachi Shipyard.

Trouble

The Japanese, who account for two-fifths of North Korea's non-Communist trade, are having most trouble with the North Koreans. Payments have not been made for various steel and equipment shipments. Japanese traders say, however, that the *North Koreans* have given them detailed timetables for repaying these debts.

Sweden, which planned an exhibition of industrial products in Pyongyang this spring, is also badly affected. Swedish orders for North Korea are estimated to be worth £110m. and a Swedish Radio report recently said that Swedish traders had, in their turn, bought "practically nothing" from North Korea, despite its mineral resources.

All of which shows the problems faced by the Korean-British Trade Council (Pyongyang), the London-based body of British traders who had hoped to grasp some of the $1bn. worth of business available to Western suppliers under the new Plan.

Australia China textile talks fail

By A Special Correspondent

TALKS in Peking between Australian and Chinese officials on voluntary restraints on textile exports have broken down. The Australian negotiating team has left Peking

China is the first country to put obstacles in the way of voluntary restraints. Although the talks were said to have led to a better understanding of the Australian problems with growing textile imports, the Chinese stand has put the Australian Government in an embarrassing spot.

Unless the Chinese change their mind in the next few weeks, the Government has the choice of imposing direct tariff quotas on the Chinese or facing the wrath of other countries such as Hong Kong, South Korea, and Macao, which have already agreed to voluntary restraints.

The Chinese are concerned at the growing imbalance of trade between the two countries which now stands at about $140m. a year in Australia's favour.

Last year it agreed to voluntary quotas on track suits. But this year Australia wanted restraints on a much wider range of textiles. The Australian officials, who were led by a first Assistant Secretary in Overseas Trade, Mr. Jack Fogarty, did not meet the head of the Chinese Textile Authority until two days before the talks ended and then the meeting took place at a social occasion.

Sydney Morning Herald.

Iran rejects West German tanks, opts for British Chieftains

TEHERAN, June 11.

IRAN has rejected the West German Leopard Tank for its armed forces in favour of more British Chieftains, it was announced to-day. Iran's Vice-Minister of War, General Hassan Toufanian, told a Press conference that West Germany's terms for supplying the Leopard were "ridiculous and not acceptable to anyone."

He did not give details of the terms. But he said the price for the Leopard I and Leopard II tanks was almost double that of the Chieftain, and that the Leopard II had not been adopted by the West German army and was not proven. He added the West German Government had not issued export permits for the Leopard. This, coupled with West Germany's terms, "meant they were not willing to conclude a deal," General Toufanian said.

He did not say how many Chieftains were involved in the new deal with Britain. Iran initially purchased 750 and that consignment is still being delivered.

Iran's order for Chieftains could exceed $1bn. Iran already has 800 Chieftains which General Toufanian said, were superior to the Leopards in firepower, armament, and manouverability. He said Iran would order more Chieftains but would not disclose any figures. Unofficially, however, it was learned that as many as 800 new Chieftains were involved and that the deal would be worth more than $1bn.

Production of the Chieftain tank is shared between the Government-owned Royal Ordnance Factories and Vickers, although many other companies in British industry are involved.

Replying to questions, General Toufanian said that Iran would buy arms from any source according to its requirements after a thorough study of the terms, *including price, technical worth* and delivery. "We will buy the best, whatever we need, from whatever source," he said.

General Toufanian said Iran was already dealing with some 30 other West German companies for various arms requirements.

● Britain has for months also been negotiating an arms deal with the Egyptian government that is likely to be worth more than $1bn. Agreement on that package is near, British sources said to-day.

Among the military equipment the British are hoping to include in their package deal to Egypt are around 50 Hawker-Siddeley Hawk trainer fighter aircraft, more than 150 Westland Lynx military helicopters, a selection of ground-to-air missiles and other anti-aircraft equipment.

Agencies

France woos Canada

BY OUR OWN CORRESPONDENT

TORONTO, June 11.

FOR THE first time in 30 years, French manufacturing companies are making a concerted effort to sell their products in Canada. Mr. Robert Berniere, Chairman of the French Union of Exporting Industries, is leading a delegation of a dozen French manufacturing representatives on a cross-Canada selling tour.

"This is the first time in the postwar period that a major French export mission has visited Canada," Mr. Berniere said in an interview. "At the moment we are primarily testing the Canadian market to gauge the response to French products. We are pleased with our reception to date and I anticipate there will be large increases in France-Canada trade in the next few years."

Mr. Berniere said French manufacturers were eager to increase their Canadian sales and perhaps to invest eventually in production operations in Canada. French companies represented on the mission include manufacturers of beauty products, ceramic tiles, camping gear, watches, machine tools, riding boots and building materials.

Soviet-Yugoslav pact may treble trade turnover

BY PAUL LENDVAI

VIENNA, June 11

A NEW Soviet-Yugoslav five-year trade agreement is expected to be signed next month. It will provide for an increase in trade turnover by nearly two-and-a-half times to a record total of $14bn. during 1976-80.

According to a commentary by the Yugoslav news agency Tanjug, bilateral trade during 1971-75 will reach about $6bn. The planning experts of the two sides are said to have practically completed the preparations for the new five-year trade pact.

It is expected that Yugoslavia will increase four times its deliveries of machinery and equipment to the Soviet Union compared to the combined total of the current five-year period, while Soviet sales in Yugoslavia in this sector should treble during 1976-80. In all, two-way trade in machine building industries is expected to reach a total of $3bn. during the next five year period.

The two countries have already signed a long-term agreement under which Yugoslav shipyards will manufacture ships and equipment to the tune of $1bn. for the Soviet Union. Co-operation in the motor industry and participation of Yugoslav engineering industry in providing equipment for Soviet nuclear power plants is also regarded as significant.

In addition to machine building, the Yugoslav side sees particularly favourable prospects for increased co-operation and trade in such sectors as basic materials, chemical and pharmacuetical industries, consumer goods, agriculture and the construction industry.

In view of the differences in the economic systems of the two countries, however, it remains to be seen whether the ambitious targets will be reached; the market-oriented and decentralised Yugoslav enterprises are much more flexible than the Soviet State agencies and factories.

● Yugoslav-Japanese trade talks have begun in Belgrade at which the possibilities for setting up joint enterprises and for co-operation in third countries are to be explored.

Floating dock for Brazil

A new floating dock, which will be the biggest commercial ship repairing facility in Latin America, was launched yesterday at the Blexen shipyard of Guttehoffnungshutte Sterkrade AG, near Bremerhaven in West Germany.

The dock, which is bound for Brazil, has been bought by Companhia Comercio e Navegacao (CCN) of Rio de Janeiro, the country's biggest and oldest privately-owned ship repairing company.

The launching signals the start of a major campaign by CCN to attract international ship owners trading in the South Atlantic to use Rio de Janeiro's new and enlarged ship repairing facilities.

Called the "Almirante Alexandrino," the new dock has a 20,000 tons lifting capacity and is capable of docking vessels up to 60,000 d.w.t. Brazil's biggest merchant repairing facility to now has only been capable of handling vessels up to 22,000 d.w.t

The dock will be towed to Brazil where it will join CCN's existing floating dock — the "Almirante Ladario"—which has a 10,500 tons lifting capacity. The new dock will be operational by late this summer.

IN BRIEF

Abu Dhabi contract

BRITAIN'S John Brown Engineering Company has won a 45m. dirhams (£4.8m.) contract to supply two 20-megawatt electricity generators as part of a power expansion scheme in Abu Dhabi.

Engineering goods

COMPANIES in the Bonser Engineering group have in the last few days received nearly £1m. in overseas orders. A single order has been obtained from the Near East for Bonser subsidiary Bristol Pneumatic to supply £500,000 worth of compressors, while Bonser itself is to supply £250,000 worth of fork lift trucks and dumpers to Africa and £200,000 worth of dumpers to Iran.

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AMERICAN NEWS

Lockheed admits political payment, denies illegality

BY GUY DE JONQUIERES

NEW YORK, June 11.

LOCKHEED Aircraft has revealed that it has made a $22,000 political contribution in an unidentified foreign country, but has insisted that the payment was entirely legal.

This disclosure follows inquiries made by both the Securities and Exchange Commission and Senator Frank Church's subcommittee on multinational corporations as to whether Lockheed retains any foreign consultants and has made any previously undisclosed payments abroad.

A Lockheed spokesman said that the Company has yet to reply formally to the questions from the SEC. But he asserted that the contribution was made in a country where such gestures are both "legal and traditional" and that Lockheed has kept proper records of its contracts with foreign consultants and payments made abroad.

A different light has been cast on Lockheed's activities, however, by Senator Church, who said at the close of yesterday's sub-committee hearings: "I'm afraid we have had sufficient evidence—not just from Northrop, from other companies too—to suggest that a system of corruption is developing" in U.S. arms sales abroad.

Asked whether he was referring to any specific American military contractors, Senator Church replied after the session that he had Lockheed in mind.

The Lockheed spokesman vigorously resisted any comparison between his company and Northrop, which has admitted making a number of undercover foreign payments and retaining foreign consultants, including General Paul Stehlin, a French deputy. An audit performed for the Senate sub-committee has stated that an arrangement reached between Northrop and a Swiss company to promote Northrop's sales was modelled after a contract used by Lockheed.

According to the audit, prepared by the accounting firm of Ernst and Ernst, the contract between Northrop and the Swiss company was "a weak xeroxed copy with pencil changes to reflect Northrop instead of Lockheed as one of the participants."

The approaches made to Lockheed by the SEC and the Senate sub-committee represent a broadening of the area of investigation being explored by both groups. In recent days, it has emerged that several other major corporations have been contacted by staff members from one or both of the organisations.

Among those to have disclosed that they have been approached are Del Monte, the processed foods company, Exxon, Mobil and American Airlines. Exxon has said that it made a legal political contribution in Italy. Del Monte has said that it is not aware of, and has not taken part, in any bribery abroad.

American Airlines, however, has admitted making an illegal contribution to Richard Nixon's re-election campaign in 1972. Other companies which have admitted making illegal political contributions overseas are Gulf Oil, Ashland Oil, Phillips Petroleum, *Minnesota Mining* and Manufacturing, American Shipbuilding and United Brands. The New York Times reported to-day that Ashland Oil will be asked to appear before the sub-committee later this month to answer questions on its foreign payments. The SEC has alleged that these totalled more than $4m. and were not properly reported.

Rabin and Ford open summit

WASHINGTON, June 11.

ISRAELI Prime Minister Yitzhak Rabin to-day gave President Ford his conditions for resuming contacts with Egypt towards finding a Middle East peace settlement.

The two leaders opened their two-day summit in the White House Oval Office, exploring ways to break the deadlock that followed the collapse last March of Secretary of State Henry Kissinger's negotiation efforts.

Mr. Rabin had a breakfast session with Dr. Kissinger before the meeting, which comes nine days after the President had similar talks in Salzburg with Egyptian President *Anwar Sadat*. These led to guarded optimism that a way might be opened for renewed discussions between Israel and Egypt towards at least another interim settlement, so preventing another Middle East war.

Mr. Rabin is seeking a resumption of long-term U.S. military and economic assistance to Israel. The aid was interrupted following the March deadlock when Mr. Ford criticised Israel for intransigence over its demand for an Egyptian pledge of non-belligerency in return for further Israeli withdrawal. Mr. Ford then ordered a reassessment of U.S. policy in the Middle East.

Although U.S.-Israeli relations have been badly strained since March, the President and Mr. Rabin greeted each other warmly and began their talks in the easy atmosphere that has marked relations between their two countries in the past.

Mr. Rabin is no newcomer to the U.S. capital. He served here as Israeli ambassador for five years, establishing close relations with Dr. Kissinger and other members of the then Nixon Administration.

One of Mr. Rabin's main goals now is believed to be to win an American assurance of long-term supply of weapons to Israel, apparently in return for Israeli concessions that could lead to a new disengagement accord in Sinai.

As the two men began talks, Mr. Ford received a telegram from an Arab group in New York, urging him to talk also to Palestinian leader Yasser Arafat—with whom the Israelis refuse to negotiate.

Dr. M. T. Nehdi, Secretary General of the action committee on American-Arab relations, told Mr. Ford that the real issue was Palestine, not the Sinai or the Golan Heights. The Middle East conflict could be resolved only through agreements between Israel and the Palestinians, he said.

Reuter

Uruguay-Brazil meeting

By David White

RIO DE JANEIRO, June 11.

PRESIDENT ERNESTO Geisel flies to the Uruguayan border town of Rivera to-morrow for a meeting with Head of State, Sr. Juan Maria Bordaberry, which will seal a series of co-operation agreements between the two countries.

With them go the foreign ministers, Sr. Antonio Azeredo da Silveira and Sr. Juan Carlos Blanco. In a recent interview with a Brazilian newspaper, Sr. Blanco denied that the agreements, which follow closely on a wide-ranging pact with Argentina, represented a "pendulum" foreign policy whereby Uruguay played off its two powerful neighbours against each other.

Caribbean concern at U.S. conventions bill

BY OUR OWN CORRESPONDENT

NASSAU, June 11.

THE CARIBBEAN Hotel Association, meeting in the Bahamas for its annual general conference, has expressed concern over the "disastrous implications" for the region of a Bill now before the U.S. Congress to prohibit tax-free conventions outside the country.

The CHA will ask its respective member Governments to make representations at the ambassadorial level to exempt the Caribbean from the restriction on the grounds that conventions are a vital factor in U.S. tourism and their exclusion from the Caribbean could have "severe deleterious socio-economic repercussions affecting the whole area."

The CHA also called for an early meeting with the Caribbean Governments concerned to resolve the problem of LIAT (1974) whose proposed elimination of air service to many islands in the eastern Caribbean as an economy measure could spell "complete economic ruin" for these areas. The Association resolved at the same time to forcibly express to the Civil Aeronautics Board its strong disapproval of the CAB's recent decision to reject requests by other airlines to provide an alternative service.

U.S. 'fair-trade' legislation on way out

NEW YORK, June 11.

SO CALLED fair-trade laws, the long-disputed protectors of U.S. manufacturers' retail prices, appear to be heading for extinction. But for all the past fuss over the laws, their demise seems unlikely to affect product prices much.

Critics of the measures, which bind merchants to minimum prices fixed by manufacturers, have been complaining for years, only to encounter hurdles in State legislatures. In recent months, however, the hurdles have been cleared in rapid succession.

Even the Federal Government is on the verge of wiping out the two Federal laws that make State fair-trade legislation possible. House and Senate sub-committees have approved repealing Bills, and President Ford backs the move, suggesting that the Fair Trade legislation has "the effect of eliminating price competition and raising the costs to the consumer of numerous commodities."

This year alone, 10 States have done away with fair-trade laws, leaving 25 States with legislation still on the books. As recently as 1951, there were 45 States permitting fair-trade price restrictions.

With fair trade's gradual demise, the number of items covered by the practice is, however, on the wane. The commercial value of products sold under the laws is estimated to be less than 4 per cent. of gross retail sales nationally, down from 10 per cent. about 15 years ago.

AP-DJ

BRASILIA AFTER 15 YEARS

Breathtaking but makeshift

BY DAVID WHITE, RIO DE JANEIRO CORRESPONDENT

BRASILIA, that child-prodigy among cities, has just completed 15 years as federal capital. Although construction work still clatters on day and night and the red dust of Brazil's central plateau, redder than Devon soil, still lodges in one's shoes and clothing, Brasilia at last seems firmly installed in the role it was designed for.

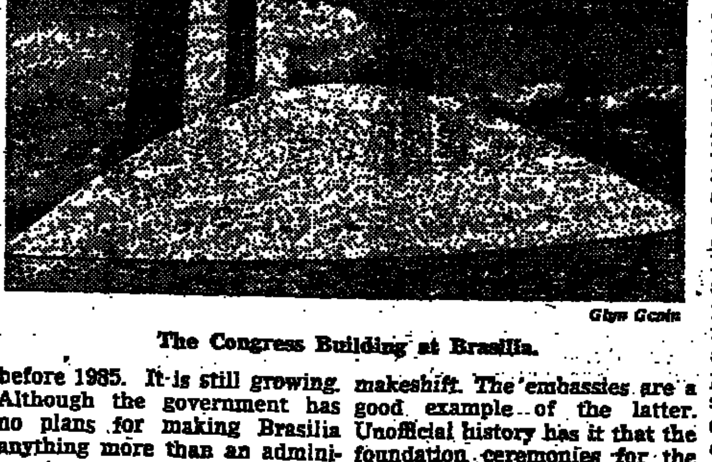
Those who thought it would *turn out as nothing more than* a twentieth-century pyramid, including at least one president who found the place intolerable, have little by little been proved wrong. The administrators and ambassadors, some of whom had to be led to Brasilia by the nose, are finally settling down. Congress, long morbid under the rigours of military government, is showing unexpected signs of vitality, and the city which has shared its crises—after Congress was closed down in 1968, someone counted 340 taxis queuing for fares at an empty bus station—is asserting itself in the centre of national life. Some say it is even beginning to mellow.

Brasilia is still very much the pioneer city. There is still not enough of it to block out the wind, none of the street corners which are meeting-places in other Brazilian towns, no crowds, nowhere to walk at night except a few clusters of bars. The main avenue, W-3, is deserted from dusk. It is hard at any time to forget the presence of authority. The array of official palaces along the "monumental axis," where Oscar Niemeyer, the architect, indulged in the extravagance of marble halls, artificial ponds, and sweeping arches which support nothing but themselves, outweigh the drabber, already discoloured apartment buildings that make up much of the rest of the city.

The designer Lúcio Costa, who drew up the aeroplane-shaped town plan, laid it out around its central bus station and provided a free-flowing road system with virtually no intersections. The plan misfired: what was to have been the foremost example of collective transportation became instead the province of the motor car. The pedestrian, pressed to cover the stretches of open space, still has to clamber up mud banks and through roadworks. In Brazil as a whole, there is one car for every 25 people, in Brasilia one for every eight.

Far from overreaching itself, Brasilia has been overtaken by its own growth. The terms of the competition held in 1956 for a national capital project specified "an administrative city for 500,000 people." *Already*, including the sprawling satellite settlements, Brasilia has 826,000, a level the planners did not intend to reach before 1985. It is still growing. Although the government has no plans for making Brasilia anything more than an administrative and educational centre —such industries as there are mostly serve the building trade —there are still jobs for the workers who come in from outside. As they come in, the housing shortage perpetuates itself. The pace at which the capital was built is such that nothing seems able to slow it.

In concept, Brasilia dates back to before the first republican Constitution of 1889, into which was written the aim to build a new capital in the centre of the country, away from the settled coastal strip. But in terms of bricks and mortar the capital was made ready in three years. Those who were there at the beginning tell how President Juscelino Kubitshek would visit the work sites at night, sometimes three times a week, arriving at midnight after finishing work in Rio de Janeiro, and leaving at four in the morning, sleeping only on the aircraft.


Glyn Genin

The Congress Building at Brasilia.

The first building in Brasilia, a functional wooden cabin on the side of the highway to Belo Horizonte, is already being set aside as an historical monument although it has only been there for 18 years. The results of this adventure—M. André Malraux, when he came to see it under construction, labelled it the "capital of hope"—are in some instances breathtaking, in others makeshift. The embassies are a good example of the latter. Unofficial history has it that the foundation ceremonies for the embassies were all held on the same lot, because the lots were all alike, and Italy's was the closest to the road.

Socially Brasilia is makeshift, too. The aim of building cohesive social units was never carried through. The people are reputed for their introversion and their high rate of broken marriages (the country's highest proportion of separations, divorce still being impossible). Social services are weak, and there is no political representation at local level. Culturally Brasilia is kept alive by artificial respiration from the government, which has recently injected fresh resources and restarted work on a half-finished national theatre. The university, one of five higher education institutions in the Federal District, was originally designed as an experiment in open education, but the military soon put paid to that. The statue to Culture outside the main university building came off its supports some time ago.

Perhaps more strikingly than the rest of Brazil, Brasilia lacks the means for social integration. It is physically two cities: the administrative centre with its bleak streets and architectural splendours, and the working-class satellites that sprang up from the rumbustious Cidade Livre (free town) where the labourers built their shacks.

The population of the satellite townships of Taguatinga, Ceilândia, Braslândia, and Gama is now about 500,000—nearly two-thirds of the city's total. While many of their inhabitants are employed building sites for middle-income homes, housing in these areas themselves is miserable. A recent survey showed that Ceilândia, with a population of 120,000, had only 2,000 permanent dwellings. The gross annual income per person in Ceilândia was about £110 compared with £830 in the so-called Pilot Plan. The Federal District Government recently announced a $100m. investment programme for Ceilândia mainly to improve schooling and medical services. At present the area has only 16 schools, all primary, seven doctors, two dentists and a chemist.

An extensive programme is under way to develop food crops in the outlying regions and reduce to some extent Brasilia's economic dependence. The Federal Government has meanwhile yet to indemnify Goiás state for the 2,250 square miles of infertile land carved out of it.

Perhaps it was too much to ask that a city whose first native generation is just beginning to leave school, should embody the aspirations of a nation without sharing its problems. Even pollution has caught up with Brasilia, as if it had found its way up from Belo Horizonte and São Paulo through the miles of virgin scrubland. It has fouled the artificial lake around which Brazil's new administrative class has built its clubs for week-end relaxation.

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Japanese zero growth prospects this year

BY CHARLES SMITH, FAR EAST EDITOR

TOKYO, June 11.

THERE IS a strong prospect that Japan may record another year of zero growth in 1975, according to Mitsubishi Bank in a special report on the Japanese economy published this week.

The bank explicitly disagrees with the government's view that the *economy has started on a* genuine recovery from the recession of the past year and *says it thinks recovery will* begin only in the autumn. Mitsubishi cites weak consumer demand, the *very low level of private* investment and the poor outlook for Japan's exports as the reasons *for its pessimism.*

Backing up the last of these points the bank says that Japan's *certified exports last month (in* other words the value of export contracts approved by the Ministry of International Trade and Industry showed the first decline in 12 years from the same month of a year earlier.

The bank points out that real wages in Japan, which were running well ahead of the previous year's levels in early 1974 are likely to fall back to the levels of a year ago in the second and third quarters of the year, *thereby discouraging* any recovery in consumer demand. One reason for the flattening out of *the real wage graph*, the bank says, is the very modest level of the across the board wage award in this year's *nationwide* spring offensive. The award is estimated to have averaged just over 13 per cent. compared with last year's 32.9 per cent.

Mitsubishi Bank attributes the recovery in industrial production and shipments during the spring *of this year* to industry's optimism at the adoption by the government of measures to stimulate the economy from February onwards. It believes however that this recovery is likely to be temporary failing any recovery of final demand for industrial products.

Mitsubishi Bank is the fourth largest of Japan's nationwide commercial banks and constitutes the "core" of the powerful Mitsubishi trading and industrial combine. Its report comes five days before the Japanese government is due to announce a further series of measures, the third since the beginning of 1975, to stimulate the economy.

Greater role for gold seen by South African Minister

BY JOHN STEWART

CAPE TOWN, June 11.

WHATEVER THE IMF's interim committee decides at its Paris meeting, South Africa's Minister of Finance, Senator Owen Horwood, is convinced that gold will gain greater mobility in international monetary affairs in the years ahead.

Speaking in Durban to-day, Senator Horwood backed this assumption with the belief that at its official valuation gold still makes up nearly 20 per cent. of official reserves of all non-Communist countries (the other elements being 70 per cent. foreign exchange, 5 per cent. SDRS and 5 per cent. reserve positions in the IMF). Revaluation of gold holdings at the market price would raise the gold content of reserves to 50 per cent.

The unshakeable faith of millions of people in gold was also an "important monetary asset which can impart stability and strength to the monetary system," while the great majority of central banks continue to attach importance to gold as a monetary asset, for strategic and economic reasons, he said.

"I hope the IMF will recognise these facts. If the committee *does not do so*, I fear that its recommendations on gold will be sterile and unrealistic. This will *not harm gold but it will harm* the cause of international financial stability," said Senator Horwood.

While conceding that chances were slim of persuading the international monetary community simply to raise the official price as the best solution to the problem, action to mobilise gold as a monetary asset was nevertheless essential.

At the same time, provision for central banks to buy gold was equally necessary, since they would be reluctant to sell if they could not replenish stocks from time to time. He said that, although this would be an inferior arrangement (to simply raising the official price to a realistic level), such a step would at least make gold more usable again and therefore enhance its attraction as a monetary reserve asset.

He did not think the move would lead to substantial free market sales by central banks. Monetary authorities already have the right to make such sales, but apart from the U.S. gold auctions they have not exercised it.

Sen. Horwood said he believed that they are more likely either to arrange gold-secured loans or to sell gold directly to other central banks at market-related prices.

Even if the IMF was given the right to deal in gold he did not believe the fund would play the market in a disruptive manner since gold was its best instrument to restore monetary stability.

"If gold transactions at market-related prices between monetary authorities are permitted, then it is logical that gold reserves should be revalued at a more realistic price, as France has already done and South Africa is actively considering."

In reply to the argument that revaluation would benefit only certain countries, Sen. Horwood said gold was in fact more widely held in reserve than most people realised. At the end of 1974 at least eight non-Communist countries held gold reserves valued (at the official price) at $1bn. *or* more, and at least 12 held 20 per cent. or more of their reserves in gold (again at official *price*).

"But in any event it is not difficult to devise a scheme whereby part of the revaluation gains of gold-holding countries could be set aside for aid to developing countries. South Africa has already said that it would be prepared in principle to participate in such a scheme if the official price of gold were to be raised," he added.

Israeli tax burden eased

TEL AVIV, June 11.

ISRAELIS, hard-hit by inflation and soaring defence costs, have been promised a welcome breather in sweeping new tax reforms.

Last year, Israelis paid an average rate *of* 46 per cent. income tax—believed to be the world's highest. Under new tax scales, some 72 per cent. of *wage*-earners and half the self-employed will pay a maximum of 25 per cent. and some of *them* nothing at all.

The new proposals, details of which were published to-day, will cost the Treasury about £Israeli 1.5bn. (over £100m. sterling). The Government plans to introduce VAT on consumer goods to *offset the loss.*

Finance Minister Yehoshua Rabinowitz said he realised the reforms would give the public added spending power and appealed to Israelis "to exercise self-control and avoid a buying spree."

The Finance Minister said the tax reforms—expected to win broad parliamentary support—were "a turning point in Israel's economy" and would improve the nation's way of life.

Reforms have been urged for some time by both worker and employer groups and there have been frequent complaints of inequalities and tax-dodging. Mr. Rabinowitz told parliament: "To be frank, Israel's tax ethics have fallen to a low point."

Tax evasion has become a way of life here under the impact *of hyper-inflation.* Retail prices are up over 40 per cent. on last year and food prices have soared 80 per cent. in some cases.

The Government last autumn devalued the currency 43 per cent. in emergency measures. But a promised price freeze did not take effect, although the rate of inflation has slowed to an estimated 20 per cent. this year, compared with last year's massive 56 per cent.

It is hoped to put the tax reforms into effect on July 1, when present collective wage agreements expire.

All income, including expenses, will in future be lumped together for tax purposes and the schedule will be lowered, ranging from 25 per cent. for incomes up to £Israeli3,000 (about £215 sterling) a month to 60 per cent. for earnings over £Israeli8,500 (about 610 sterling). Only 4 per cent. of wage-earners and 17 per cent. of the self-employed will pay more than 35 per cent. Reuter

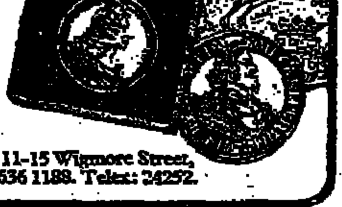
Troops quell Burma student revolt, arrest 213 strikers

By Chit Tin

RANGOON, June 11.

BURMESE GOVERNMENT troops broke up a university strikers' camp at Shwedagon pagoda in central Rangoon at dawn to-day and arrested 213 striking university students in a move to end a six-day-old strike staged in protest against spiralling living costs, rising graduate unemployment, military rule and many other grievances. The entire operation was accomplished peacefully and without the use of force, the authorities claimed, and was followed immediately by an order from Rangoon's divisional military administration commander banning demonstrations and processions within municipal limits. The strike was started by about 200 students of the Institute of Economics on June 6. Joined by students from other faculties later, the strikers' numbers swelled to about 1,000. They staged demonstrations in downtown Rangoon demanding the release of workers and students detained by government after workers' riots last June and disturbances in December over late United Nations Secretary General U Thant's funeral

The Burmese government has alleged the strikers were politically motivated and acted under the direction of the Burma Communist Party, a pro-Chinese insurgent organisation.



Sadat to visit U.K.

By Malcolm Rutherford

PRESIDENT SADAT of Egypt has been invited to visit Britain and Mr. James Callaghan, the Foreign Secretary, will visit Cairo at dates, to be arranged. This emerged yesterday after two days of talks in London between the British Government and Mr. Ismail *Fahmi, the Egyptian* Foreign Minister.

Mr. Fahmi's visit here is generally regarded as a success and another sign of the rapprochement between Britain and Egypt.

Two *specific* agreements were signed. The first was on economic, industrial and technological co-operation. As with similar agreements which *Britain has with other* countries—most recently with Cuba—it provides for the establishment of a joint commission *which will* meet at least once a year to review the progress and the prospects.

The second agreement concerns the protection of investment. It covers investment in both countries over a period of ten years *and refers specifically* to compensation for nationalisation and the resolution of disputes.

Although this agreement is seen as welcome in itself, its importance may be partly symbolic in showing that the events *of the past have been forgotten.*

The multi-million pound Anglo-Egyptian arms deals, which are in an advanced stage of preparation, were not expected to be signed during this visit, but there is a great deal of confidence that they will go ahead.

Reuter adds from Cairo: The Suez Canal has earned about £1.28m. in tolls since it was re-*opened* a week ago, canal authority chairman Mashour Ahmed Mashour said yesterday. Canal officials said most of the ships that had used the canal so far were from the Soviet Union, China and Yugoslavia.

Briton faces firing squad

BY OUR FOREIGN STAFF

BRITISH LECTURER and author Dennis Hills, charged in Uganda with treason, has been sentenced to death by firing squad, Uganda Radio reported yesterday.

Radio Uganda said that Mr. *Hills, 61, had been sentenced* to death by a military tribunal.

Hills had pleaded not guilty *to treason charges when* he went before the five-man tribunal on Monday. The charge *quoted* an alleged book Hills was preparing to have published in London as saying President Idi Amin had done harm to Uganda "like a village tyrant."

The radio said yesterday that, if convicted, he would be executed ten days from to-day unless Britain met a list of conditions.

It quoted President Amin as saying that the conditions for clemency included stopping propaganda against Uganda and the expulsion of Ugandan exiles living in Britain.

Written confirmation that Britain agreed must come from the Prime Minister or the Queen.

Major Juma Ali, chairman of the military tribunal, told Hills he could appeal to the Defence Council, a policy-making body of senior officers, or to President Amin.

Radio Uganda also reported that, before passing the death sentence, the major said the *tribunal had heard evidence* that proved Hills' guilt beyond doubt. He was guilty of treason *against the President* and the State.

Hills, who arrived in Uganda *in 1964, taught at the country's* Kyambogo teacher training college for some years. He was arrested on April 1 this year.

CHINESE INDUSTRY

Trouble with the workers

BY COLINA MacDOUGALL

EVEN THE Chinese are not immune to industrial go-slows, wage demands, and production downturns. Discreet though they are about their domestic prob*lems, there is continually grow*ing evidence to show how intractable these have become. The programme of economic development is plainly flagging and the current Five Year Plan, due to end this year, *is probably* behind schedule. Inevitably this slump will affect purchasing from the West already *badly* hit by foreign exchange shortages. With the population now about *900m.* (as it must be by now *if* the official figures for the 1950s are anywhere near correct) they can ill afford a slowdown.

Prolonged unrest at China's two major steel plants, Wuhan and Anshan, last year cut national steel production by about 2m. tonnes, informed observers believe. That means that output was only about 23m. tonnes. Inevitably that must have had repercussions on manufacturing industries, and the current delays in importing *Japanese steel must have* aggravated the situation.

China announced no official production figures at the end of last year except for the oil industry, the star performer which pushed output from 50m. tonnes to an estimated 65m. tonnes in 1974, and contrary to *normal policy* there were few provincial increase figures given. Even more telling, the New *China News Agency avoided all* figures when reporting performance in the first quarter of this *year,* and *only a handful* emanated from provincial radios. The current Five Year Plan, *which, if things were going* well would figure prominently in propaganda, is barely mentioned.

The Chinese must *also* have serious problems with industrial equipment. The backbone of *their heavy industry was* provided by the Soviet Union and is now 20 years old. Even the *handful of plants* supplied by Western Europe in the 1960s is now ten years old, and the latest purchases are not yet on stream. Much of this machinery has been run through intensive periods like the Great Leap Forward or the post Cultural Revolution years when there was no time *for maintenance work.* Chinese-built plants must have suffered in the same way.

> "At the beginning of the Cultural Revolution the industrial workers raised an outcry for improved rewards. At that time they were told *that these problems would be settled when the* movement was finished, but in fact it does not seem to have been that wage scales came under new scrutiny until 1973."

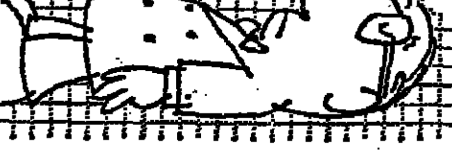
These mechanical problems are aggravated by serious labour troubles. Here the steel, coal mining, and railway industries seem to be the worst affected. Recently it was announced that steel production at Wuhan in April rose by 57 per cent. above the figure for March. Since no new equipment was installed, that almost certainly implies an earlier drop of at least a third *below capacity* because of some kind of go-slow or perhaps breakdown. On the railways the growth of the economy in the last few years has placed strain on both staff and equipment. *One officially documented case*-history indicates the kind of problem the Chinese face. In *Anhwei province, the huge coal* mining area of Huaipei, which supplies Shanghai, speeded up *production, but according* to Anhwei radio, the line that carried the coal was both unable *to cope with the additional* load and faced such problems from "sabotage" and serious acci*dents that a "defence force" of* neighbouring peasants and railway staff was formed. "*Sabotage" in China* covers a multitude of troubles: probably badly maintained equipment and *track were at least as much* to blame as deliberate carelessness or damage.

The Anhwei railways had other problems. Staff ignored regulations, trains were late, rolling stock was held up. *Some enterprising* folk were even "using the railways as a means for private gain," in a manner which the broadcaster preferred not to describe. Although Anhwei seems to have been the worst affected, other lines in China have had similar trouble. It is worth remembering that in the Cultural Revolution, of all the industrial workers, railwaymen had the strongest grievances and caused the most disturbances. As indispensable technicians, *who unlike most Chinese travel* widely and are able to compare conditions in different parts of the country, they can put strong if indirect pressure on the Government. In the past they *always resented threats to reduce* material incentives, such as the bonuses they receive for *punctuality, safety, and inspect*ing tracks. Such a threat is once again implicit in the "anti-*bourgeois" drive to study Chair*man Mao's theory of proletarian dictatorship.

Indisputably there is a strong if partially concealed demand from all industrial workers for *better wages and a higher* standard of living. At the beginning of the Cultural Revolu*tion the industrial workers raised* an outcry for improved rewards. At that time they were told that *these problems would be settled* when the movement was finished, but in fact it does not seem to have been that wage scales came under new scrutiny until 1973. Last year that seems to have petered out, thanks perhaps to the more radical bent of the top men after the Tenth Party Congress in August 1973, or perhaps thanks to the realisation that China is simply not affluent enough yet to allow consumption to rise.

Both these factors go some way towards explaining the "anti-bourgeois" campaign. What power struggles, if any, are concealed behind it is far from clear, but the general message to the people is one of obedience, hard work, and austerity. However, press and radio have clearly explained, both as a warning to radicals who would like to abolish them and to rightists who might think they would last forever, that at China's current point of development it is still essential to keep wage differentials. These *are laid down in the national* eight-grade wage system, under which workers throughout the *country at the same level* get about the same pay. This might be seen as some concession to the *workers, but there is little chance* of more. "To each according to his work," said the May Red *Flag,* was a principle that could not be eliminated, but should be prevented from breeding capitalism.

Even if China had a fully co-operative workforce it would *still face difficulties.* Railway *lines are still in the main single* track, mining equipment is old, *handling facilities* at ports are limited. In spite of family planning, the population continues to mount. Economic development is uneven. The oil and petrochemicals industry has *been the recipient of huge state* investment (as presumably is defence); that must have meant *the neglect of other industries.* The growing unbalance of the economy combined with restless*ness of industrial workers is* bringing with it ever more complex problems which the Chinese *will certainly not solve easily.*



EUROPEAN NEWS

Mirage: now the French are reluctant to buy it

BY GILES MERRITT

PARIS, June 11.

WITH FRANCE still licking its wounds over the loss of the "arms deal of the century" for supplying fighter aircraft to four Nato countries, there are now growing doubts that Dassault-Breguet's defeated Mirage F1-M53 project will be continued.

The French Air Force is understood to be reluctant to buy the new Mirage, and it seems increasingly likely that the model may have to be scrapped.

France originally undertook to equip its Air Force with 120 of the latest Mirages as part of its sales campaign to win the $2bn.-plus contract away from the U.S.-made YF-16 produced by General Dynamics. Even though France is not a Nato partner it was offering the inducement to Belgium, Holland, Denmark and Norway of operating the same aircraft in order to allow a complementary air defence system.

Now that the deal, which could eventually be for as many as 1,000 fighters, has definitely gone to General Dynamics, the French military is also reconsidering the purchase. At present, France's Air Force is equipped with the F1 Mirage powered by the slower Atar 9K-50 engine and is reluctant to put an enormous strain on its budget in order to obtain an up-dated Mirage only marginally faster and more manoeuverable.

More important, the French Air Staff has set its sights on acquiring several squadrons of the futuristic ACF (avion de combat futur), a twin-engined, low-level fighter-bomber unveiled 18 months ago as a prototype by Dassault which could come into service in the early 1980s if the project is pushed along.

Arguably, for Dassault-Breguet the outcome adds up to six of one or half a dozen of the other. Export business for the fully-developed Mirage F19-K50 is booming and an Air Force undertaking to buy the ACF in large quantities would he a welcome fillip. The M53 engine produced here by SNECMA is in any event not yet being made in commercial quantities. The major problem, therefore, of scrapping the Mirage F1-M53 programme would be the harm done to France's aero-engines industry.

Meanwhile, the expected storm here over last week's France's ex-Air Chief of Staff, France's ex-Air Chief og Staff, General Paul Stehlin, was a paid consultant to Northrop (at one time a contender for the Nato deal) when he officially advised President Giscard of the Mirage's inferiority, has begun to break.

Although General Stehlin is still seriously ill in hospital due to a freak traffic accident shortly after Northrop revealed on Friday his status as their consultant for the past 11 years, there has been a call for an official enquiry into the "affaire Stehlin." In the National Assembly yesterday Communist deputies demanded the immediate opening of hearings on the issue.

David Curry writes from Brussels: The Tindemans Government looked set to coast home in the vital vote in Parliament to-day at the end of the debate on the Belgian decision to buy the YF-16.

Hilary Barnes writes from Copenhagen: The Folketing (Parliament) to-day approved by 114 votes to 48 the Government's decision to buy the YF-16.

The winner picks Brussels for its European base

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

GENERAL DYNAMICS is setting up a European office to handle the aircraft replacement programme.

Heading the Brussels-based bureau will be Mr. Blaine Scheideman, current vice-president (international) for the company's Fort Worth (Texas) Division, where the YF-16 has been built so far. He is to spend more than half of his time in Europe.

General Dynamics said yesterday that the aim will be to have sub-contracts signed later this year and work under way by 1976 to ensure that first deliveries to the four European air forces—could start early in 1979.

Deliveries to the U.S. Air Force, which is buying 650 YF-16s will start about mid-1978. Deliveries to "third countries" will begin about mid-1979. So far, no such "third country" orders have been won, but negotiations are in progress in several, including the Middle East.

There will be two assembly lines in Europe in addition to that at Fort Worth. One will be in Belgium, where aircraft for the Belgian and Danish air forces will be assembled, and the other in Holland, where Fokker-VFW will assemble aircraft for the Dutch and Norwegian air forces.

The breakdown of the orders for the YF-16 from the four European countries is: Belgium, 102 aircraft (14 on option) Holland, 84 (18); Denmark, 48 (10); and Norway, 72

General Dynamics confirmed that work equivalent to 40 per cent. of the value of the aircraft ordered in Europe would be undertaken on this side of the Atlantic. In addition, the European factories would get work equivalent to 10 per cent. of the value of the U.S. Air Force order, and up to 15 per cent. of the value of any "third country" orders.

Greek bid to-day for full EEC membership

By Reginald Dale, Common Market Correspondent

BRUSSELS, June 11.

GREECE is expected to lodge its formal application for full Common Market membership in Brussels to-morrow morning. Officials here confirmed that the Greek ambassador to the Community, Mr. Stephan Stathatos, has requested a meeting with the Nine's permanent representatives at which he will make what is described as "an important announcement."

A formal Greek request to become the tenth EEC member has been expected for several weeks in Brussels, although it was always assumed that Athens would wait until after the British referendum. Greece has been associated with the Community since 1962 under an agreement that provides for eventual full membership, and now that democracy has been restored the country fulfils the political requirements for entry.

Nevertheless, the formal request is likely to embarrass many of the Nine governments. Most of them have encouraged the new Athens government in its desire for membership, but it is highly doubtful whether any of the Nine would want to open new negotiations to enlarge the Community at the present time.

There are also likely to be strong reactions from Turkey, also a Community associate. The Turks have made it clear that they are not yet ready for full membership and that they would strongly oppose any move to admit Greece first.

● Mexico has initialled an economic and commercial agreement with the EEC—its first formal long-term link with the Community—after two days of intensive negotiations, Ambassador Ramon Gonzalez Jameson said to-day. The agreement is expected to be signed next month. Reuter

Irish row over fate of second TV channel

BY DOMINICK J. COYLE

DUBLIN, June 11.

THERE IS now an open confrontation between RTE, the State radio and television network, and Dr. Conor Cruise O'Brien, the minister with direct responsibility for broadcasting, over the allocation of a second TV channel which is expected to start transmissions next year.

The issue is remarkably clearcut: the minister wants, in effect, to hand over the second channel in toto to the BBC, whereas the RTE authority wants to operate it itself, although using selective BBC programmes as part of the second channel's schedule.

The Minister's proposals, which he has discussed with the British Government and with the BBC itself, may sound strange on the surface, and RTE itself claims that no other country in the world has chosen to rebroadcast in toto one of the services of a neighbouring country.

The background, however, is a little more complicated, and has to do with the fact that Irish viewers along the eastern coastline, including the concentration of population in the greater Dublin area, pay a licence fee for RTE and get gratis reception from both BBC 1 and BBC 2, as well as the ITA network, either from Ulster or Wales. But people in further south and west want "parity" with Dublin, and they fear that giving the second channel to RTE would result in only more of the same type of programme now put out on the Irish network.

Dr. O'Brien sees the handing over of the second channel to the BBC—or maybe even to one of the ITA contractors—as part of his wider proposal for "open broadcasting" throughout Ireland. Such a development, he believes, could have useful long term implications in improving cross-border relations as each part of Ireland saw the other's TV programmes and, it is argued, thus come closer to a raprochement.

On the other hand, the RTE authority has more immediate concerns. Its present TV channel is commercial, and the station has now estimated that advertisement revenue of £2.25m. annually would be lost if BBC programmes went out on the second Irish channels. This figure is based on the assumption that direct and countrywide competition from the BBC would result in a 50 per cent. reduction in RTE's present share of viewers.

Additionally, RTE says that it could operate a second channel cheaper than handing it over to the BBC, and claims that rebroadcasting BBC 1 would cost £2.9m. in 1977, and as much as £3.6m. by 1979. Dr. O'Brien contests these figures but he has refused to give an estimate of the charges which would be payable to the BBC (or to Ulster TV).

RTE workers fear massive redundancies in the event of the BBC getting the second channel. The Minister says that he is optimistic that an agreement can be reached with the BBC, but RTE and the Irish unions are less certain. The Fianna Fail opposition is not anxious to alienate its support in the electorally important rural areas which cannot now receive British programmes, but the "shadow" Cabinet is far from happy with the prospect of handing over an Irish TV channel "with all the propaganda implications involved."

Dr. O'Brien, too, could have his difficulties. His own department is active in keeping Provisional IRA and other subversives off RTE, but it is difficult to see how he could do the same with BBC output, although technically he might not be without legislative authority.

Fanfani warns against Communist poll gains

BY ANTHONY ROBINSON

ROME, June 11.

SIG. AMINTORE Fanfani, political secretary of the Christian Democrat Party (CD), to-day warned that a significant increase in votes for the Communist Party at the forthcoming regional and local elections would create complications for the process of international detente.

This, he said, would run counter to three major international events of the last two weeks which had favoured an easing of international tensions. He cited the recent visit of President Gerald Ford to Europe, Britain's overwhelming vote in favour of remaining in the Common Market and the reopening of the Suez Canal as symptoms of the improved international situation.

Turning on its head the Communist Party's claim that it is impossible to govern Italy well without its participation in Government, Sig. Fanfani claimed that Italy needed a strong Christian Democrat Party to keep Italy a democratic society. He noted that all the left-wing parties hope to gain ground at the expense of the CD, but added that the electoral information available to his party indicated that the Christian Democrats had recovered much of their lost ground as the electoral campaign progressed.

Replying to questions at the Foreign Press Club this morning, Sig. Fanfani said that the various parties naturally attacked each other to gain electoral advantage at election times. But this did not necessarily preclude willingness to sink their differences after the elections when the time came to re-form political alliances in Government. He personally did not expect a Government crisis immediately after the elections he said, but naturally this depended in great part on the outcome of the elections.

One of the characteristics of this election has been the fierce polemics between the CD party and the Socialist Party PSI, that is to say between the principal components of the Centre-Left coalition formula. This has contributed to the electoral isolation of the CD party at this time.

As for the many allegations of corruption in the CD, Sig. Fanfani blandly asserted that the CD party was actually the least corrupt of all political parties on the basis of statistical research undertaken by his party. He replied that both Sig. Salvatore Lima, Under Secretary at the Budget and Planning Ministry, and Sig. Giovanni Gioia, Minister of Merchant Marine, who have been under judical investigation for alleged Mafia activities were "good, courageous Christian Democrats."

Sig. Fanfani denied suggestions that he had acted in a demagogic manner by insisting on immediate, pre-electoral cuts in the tax burden on married couples at a time when the Finance Minister, Sig. Bruno Visentini, had insisted that the fiscal administration was in such a chaotic state as to need three years to put it straight.

Small businessmen strike in Belgium

BY DAVID CURRY

BRUSSELS, June 11.

BELGIUM'S small businessmen, shopkeepers and self-employed went on strike to-day "for our survival." Only some large supermarkets—with police within easy call—opened for business, since most large stores have learned from past experience that the safest course in the face of the anger of shopkeepers is to stage strikes "in sympathy." Restaurants and cafes were closed, garages shut, taxis were almost unobtainable and even newspaper kiosks on street corners were untenanted.

The price freeze, imposed for two months at the beginning of May, is one of the main items in the protest of the small businessmen, who claim that a freeze on prices in the shops has, in their case, the same effect as a wages freeze—particularly after a long period when the Government has forced retailers to absorb an increasing proportion of costs by holding back necessary price increases, without freezing wages or social security costs.

An urgent demand is for relief from these social security payments, which, the independents claim, have risen with a range of 28 to 65 per cent. over the recent past and add more than 50 per cent. to the salary paid to each worker. The demand for assessments for social security contributions to be frozen at the 1974 level has been rejected by the Government though some relief from charges is being worked out as part of the Government's reflation policy.

Another demand is for a louder voice for self-employed workers in the dialogue between industry and the unions, though the fragmentation of the bodies representing the self-employed makes this difficult. These range from the grandiosely titled Common Front of the Middle Classes (by which Belgium means small and medium-sized businesses and the self-employed) to the Federation of Independent Workers.

The Government has agreed to a number of demands, notably in pressing ahead with the control of large-sales "hypermarkets," giving a stronger voice in negotiations between the two sides of industry, and promising to keep up the struggle against individuals who do work quietly on the side without charging VAT or paying taxes on it, thus taking work from small companies.

The small businessmen are an important part of the Belgian economic scene. It is reckoned that they number around 700,000 with many more thousands of jobs dependent on them. There are more than 130,000 businesses with fewer than 50 workers, and 115,000 with fewer than ten workers.

Iceland unions postpone general strike

RISING HOPES of a settlement have caused the Icelandic Labour Federation to postpone by two days a general strike originally intended to begin to-day.

Representatives of all sides involved to-day considered the proposal of a mediation Board believed to be for a 10 per cent rise across the board, with something more for the worst paid.

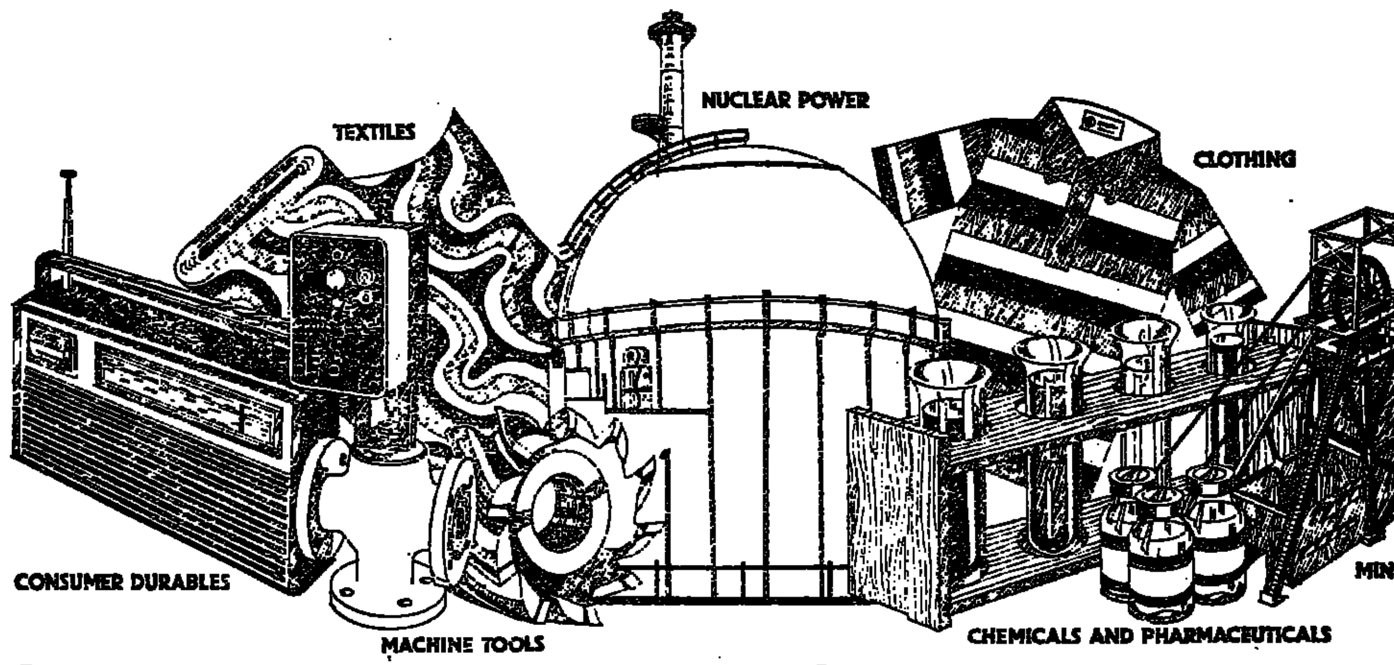
The Federation had threatened to call out 40,000 workers, or about 90 per cent. of its members, to back a claim for as much as 38-39 per cent. extra to be paid to lower paid workers.

Community aid again for U.K. steel industry

THE European Community has just approved two more grants totalling £53,500 to the British Steel Corporation for assistance to steelworkers affected by the reduction in activities at both the Shotton works in Flintshire, and the Whitehead works in Newport, Mon.

The grants—£38,100 to Whitehead, and £15,400 to Shotton—are made in accordance with Article 56 of the ECSC treaty, under the 1973 agreement between the Commission and the U.K. Government on assistance to steelworkers affected by changes in the industry.

The grants bring to £2,785,187 the total disbursed for re-training and resettling BSC steelworkers. The Steel Corporation has also received £1.2m. in research grants, £88.3m. in ECSC loans and [illegible] in European Investment Bank loans since Britain joined the Community.



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Soviets plan to boost oil output and conserve fuel

MOSCOW, June 11.

THE SOVIET UNION is planning a major increase in oil production and economies on fuel use, the Communist Party newspaper Pravda said to-day.

The fuel situation was named among items which the Council of Ministers, meeting yesterday, announced would get special attention in the Five Year Plan starting on next January 1.

Pravda said a principal target would be "a greater supply of fuel to the peoples' economy by means of increase of production and all possible economies in the use of fuel."

Western economic sources said energy development apparently was spotlighted for more urgent action over the next five years than other sectors of the economy, including the provision of consumer goods. Although goods and services also were listed as priority items, the sources said this seemed like lip-service and that the needs of the average Russian would probably again be treated with marginal urgency compared with heavy industry.

The Soviet Union replaced the U.S. last year as the world's leading oil producer, pumping about 9.1m. barrels a day—458 tonnes a year—against 8.6m. barrels daily in the U.S.

Pravda said the Council of Ministers, headed by Prime Minister Alexei Kosygin, reviewed the draft plan for 1976-1980 and suggested special attention should be given to the following topics:

1—Assuring the proportionate development of the national economy and its balancing on the basis of accelerated technological progress, intensification of industrial production, increased labour productivity and improved quality.

2—Increased effectiveness of using capital investment in the economy by reconstruction and re-equipment of plant, increasing its capacity and exploiting funds.

3—Further strengthening of the material and technical basis of agriculture and increasing agricultural output.

4—Raising the living standards of the people, provision of the right production rate of consumer goods, expansion of services and perfecting the quality of goods.

5—Assuring demands of the economy in equipment, particularly in the metallurgical, chemical and electro-technical industries by means of increased production, finding for them additional resources of metal and by strict economy of metal in industry.

6—A greater supply of fuel to the people's economy by means of the increase of production and all possible economies in the use of fuel.

Pravda said Communist Party leaders would subsequently consider plans produced along these lines.

Western economists said further high-level review meetings would likely be held during the year and that the final draft would come up for approval at a secret meeting of the leadership in late autumn. The plan would probably be unveiled at the Communist Party Congress scheduled for next February.

UPI

CLUB OF ROME REPORT

'Close gap between rich, poor'

BY MICHAEL VAN OS

AMSTERDAM, June 11

A NEW international order can only be achieved if the existing world power structure — which is governed by the developed countries—is drastically changed first, says an interim report commissioned by the Club of Rome.

The report, which was published in Rotterdam to-day, has been drawn up by some 20 scholars and government officials from more than ten countries following certain UN resolutions passed last year. The project "reviewing the international order" (RIO) as it is called is financed by the Dutch Development Aid Ministry and co-ordinated by Holland Professor Jan Tinbergen.

The report contains proposals and recommendations for changes in various fields such as trading policy and the division of the national labour, the international monetary system and control over the oceans in order to achieve a new international order. It considers the current relation between rich and poor countries "absolutely unacceptable" and says that everything should be done to reduce the gap to acceptable levels as soon as possible.

The tentative interim report will be discussed, and perhaps amended, during a four day international conference in Rotterdam later this month. It will be the main document during the annual meeting of the Club of Rome in Algiers in October and the final version of the report will be completed in the spring of 1976.

The RIO project report, which will be presented in September to the UN General Assembly notes that the difference between rich and poor is still growing. Income in the rich industrial countries is still 13 times as high as in the poorest developing countries, and even after growth is limited in the rich countries it would take 40 years to be reduced to the ratio three to one. This ratio, the report says, is a "condition for a peaceful world."

The calculations show that the capital transfers from the developing to the developed countries must be raised by $30bn. from the present level. At the moment, the transfers are scarcely sufficient to offset the flow in the opposite direction resulting from earlier investments, the report stresses.

The running development aid budget that the report proposes would have to derive its funds from two main sources: revenue of progressive international taxes such as for example on income, durable consumer goods, on the use of raw materials, energy and on meat or food grains consumption and, second, from the exploitation of the ocean.

The report suggests that the IMF should function as the World Bank in the new international order. It recommends SDR's to become the only reserve assets and that in this respect the role of gold and the dollar will gradually be phased out in international payments traffic. There should also be a general moratorium for at least one year for all debts of the least developed countries the report urges.

It also contains proposals for a trading and world food authority, a world bureau for mineral resources, a world energy authority and an international bureau for the control of the oceans. Further, a new institution should be set up as counter-balance between the developing countries and the multi-national companies.

THE STOCKHOLM PEACE RESEARCH INSTITUTE REPORT

Arms for the poor

BY MALCOLM RUTHERFORD

CONTRARY TO perhaps popular belief, the arms race is not getting any faster—or at least not uniformly so. Over the last seven years indeed world armaments expenditure has been stabilised and the share of the two biggest spenders—the U.S. and the Soviet Union—has actually been falling, though much more for the U.S. On the other hand, the share of the third world has risen dramatically and at the same time the ability of Third World countries to establish their own defence industries.

The precise figures, or in the case of some countries the best available estimates, are to be found in the latest yearbook of the Stockholm International Peace Research Institute (SIPRI) published to-day.* The institute, as its title implies, is heavily committed to disarmament and some readers will find its comments and conclusions tendentious. Nevertheless, the yearbook, relying entirely on published material, presents the most easily intelligible survey of what is going on in world armaments production and arms trade. This article is more about the figures than the conclusions.

Since 1969 total world armaments spending has levelled out at something over $200bn. a year in constant prices. To give the figure some meaning, it may be pointed out that it is the equivalent of the combined GNP of the whole of Africa, the Middle East and South Asia. The chief reason for the plateau in spending is the decline in the military strength of the two superpowers which has been countered by the rise in strength elsewhere.

The superpower decline should not be substantially attributed to agreed measures of disarmament or even arms limitation. It is much more the product of a realisation by both sides of military adequacy. The emphasis now tends to be on qualitative improvements rather than increasing overall strength, though again much more in the case of the U.S. than of the Soviet Union. Still, the figures are striking. In 1960, according to the SIPRI tables, the U.S. alone accounted for 45.5 per cent. of world military expenditure and the Soviet Union for 25 per cent. By 1971, the U.S. share had dropped to 34.4 per cent. and the Soviet share had risen to 30.2 per cent. Last year the figures were 31.5 per cent. and 29.4 per cent. respectively.

A similar pattern can be seen if one takes the world's two major military alliances—Nato and the Warsaw Pact. In 1960, the two together accounted for around 90 per cent. of world military expenditure. Last year, their share fell below 80 per cent. for the first time. Nato spending last year fell slightly because a rise in the European contribution failed to offset a reduction by the U.S., which is one of the reasons why the Americans are no longer putting such pressure on the Europeans to spend more. There was a parallel development in the Warsaw Pact where the reduction in the Soviet contribution was greater than the increases by other members.

Yet if the superpowers can now afford to practise relative restraint, the arms race in other countries has been accelearting. China is a case on its own, now relying largely on its own efforts, but it is still worth noting that according to the SIPRI estimates its share of world military spending has doubled to 8.2 per cent. in the last 15 years. Other areas where there has been a major build-up are the Middle East including Iran, sub-Saharan Africa and South Africa. Among the factors which have made this possible are oil wealth and the growing willingness of the industrialised countries to lift restrictions on arms exports and to allow the developing countries to build arms under licence.

> "Yet, if the superpowers can now afford to practice relative restraint, the arms race in other countries has been acclerating."

The SIPRI figures include only major weapons and are based only on supplies actually delivered rather than orders placed. They suggest that the Soviet Union was easily the biggest supplier of arms to the Third World last year with transfers worth $1.47bn. The U.S. was second with $940m., Britain third with $481m. and France fourth with $343m. (Figures for orders won would put the French ahead of the British.) The next category of suppliers by size is composed of China ($80m.), West Germany ($88m.) and Italy ($106m.). The two last countries have come up astonishingly fast. In 1973, West German supplies to the Third World are given in the SIPRI table as being worth only $2m. and Italian as $43m.

The Soviet figure requires the brief comment that supplies were heavily concentrated on a small number of countries. Over half went to Syria and another 15 per cent. was accounted for by the licensed production of MiG fighters and missiles in India. There were very few Soviet arms supplies last year to Egypt. The main clients of the U.S., by contrast, were Iran, Israel and Saudi Arabia.

All told, the sale of major weapons to the Third World in 1974 increased by over 40 per cent. The Middle East alone took 57 per cent. According to the 1974 figures, Syria was the major recipient with $774m., but the longer term view puts Iran way out in front and, in general, per head of population the Gulf is becoming perhaps the most heavily armed part of the world, a development which began, as some people predicted, with the announcement of the British withdrawal. Last year, for example, Abu Dhabi took arms deliveries worth $63m., after previously averaging only $8m.

Apart from the arms build-up, however, there are two other striking factors. One is the trend towards local production, and the other is the way the countries with very large oil revenues are actually contributing to the research and development of weapons programmes in the industrialised world which might otherwise be killed for lack of money or lack of orders.

SIPRI points out that in 1960, Brazil and Argentina were the only Third World States with the capacity to build major arms. By last year 18 Third World States were doing so under licence, of which 14 had acquired a domestic design and development capacity. There are many examples, but perhaps the most topical is the deal which Mr. Ismail Fahmi, the Egyptian Foreign Minister, is discussing in London this week. As in so many other cases, there are not just "poor men's weapons." The Egyptians will be getting Hawk aircraft not long after the RAF.

As for the contribution of oil wealth to R and D costs, SIPRI cities, Iranian financing of the BAC Rapier missile air defence system, an Iranian loan to Grumman which is producing the F-14A air superiority fighter, and the Iranian interest in the Lockheed Galaxy heavy transport aircraft, for which Congressional funding was in doubt.

One would expect such developments to continue just as, as the Third World gains in arms technology, so arms transfers between Third World countries themselves will increase — like the use of Pakistani pilots for training in the Gulf, or the purchase by Qatar of armoured vehicles from Brazil. It is not perhaps always what was meant by the transfer of resources following the rise in oil prices, but it has become very much part of it.

* *World Armaments and Disarmament. SIPRI Year Book. 1975. Available from the MIT Press, 126, Buckingham Palace Road, London, S.W.1. Price £10.*

German companies fined

BY LESLIE COLLITT

BERLIN, June 11.

THE FEDERAL Cartel Office in West Berlin has levied fines of DM35.9m. against 336 building companies in West Germany for "entering into agreements restricting competition" in their bids. The companies are expected to appeal against the ruling.

Spokesmen for the West German building industry say the fine could "endanger the very existence" of the firms involved. They point out that well over 1,000 companies in the industry went into bankruptcy last year.

The industry says whatever agreements on bidding were entered into by companies were "wholly protected ones." that is, taken largely in dealings with "monopoly-like organisations such as public institutions" which forced the companies to consult each other before offering their services.

The Cartel Office, an arm of the West German Economics Ministry, said it has fined the companies according to the extent to which they entered into agreements and the excess profits gained.

● **Ed Laurens, the Swiss-based tobacco industry concern holding,** recommends payment for the financial year ended March 31 of an unchanged 11 per cent. dividend on capital of Sw.Frs.10.5m. from net profits of Sw.Frs.1.94m. (1.42m.). The company is controlled by the Rothmans group via the Luxembourg subsidiary Rupert, Ritter.

Ceausescu will meet Wilson to-day

BY DAVID LASCELLES

AT HIS own request, President Nicolae Ceausescu of Romania will be in London for a few hours to-day for an unofficial visit on his way back to Bucharest from a tour of Brazil and Mexico.

Most of his time will be spent seeing the Prime Minister at a breakfast meeting at Chequers. But he will also see leading businessmen to talk over trade matters. Romania is currently looking for a boost to its sales to the west.

The major issue between Britain and Romania is still Romania's debts on outstanding bonds and compensation for British assets, mainly oil installations, nationalised after the last war.

Talks on the subject were recently resumed. Some progress, it is understood, was made but both side have decided to suspend discussions for further consultations with respective Governments.

Mr. Ceausescu's visit is not expected to lead to any major breakthroughs on the debt question, but a Downing Street spokesman said a renewal of high level contact between the two countries was welcome.

● Romania's Foreign Minister, George Macovescu, will visit Egypt later this month, the Romanian news agency Agerpres reported yesterday.

Romania is the only Soviet bloc country to maintain diplomatic relations with Israel and the Arab States. Mr. Macovescu visited Israel last September, and Israeli Foreign Minister Yigal Allon was in Bucharest two weeks ago.

Reuter

● **Seatrain Lines** reports net earnings for the nine months to March 31 of $2.09m., or $0.15 per share. This compares with a loss of $17.676m., or $1.29 per share, for the same period in the previous financial year. Total revenues increased from $262.6m. in the earlier period to $384.2m.

The company said the revenue increase reflected proceeds from the sale of the new supertankers "Brooklyn" and "Williamsburgh," and which more than offset reduced charter revenues

Alfred Herbert decision delayed by Cabinet moves

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

A DECISION on the future of ailing machine tool group Alfred Herbert has been delayed again by the Cabinet reshuffle and the departure of Mr. Anthony Wedgwood Benn from the Department of Industry.

A Government announcement about financial assistance for Herbert, which has made losses totalling more than £14m. over the past four years, was widely expected last week. But apparently it was postponed because of the Referendum campaign in which Mr. Benn played such an active role.

Herbert is currently finding orders difficult to win, not only because of the present economic climate but also because of the uncertainties surrounding its future.

The Government is continuing to guarantee part of the company's bank borrowings and to that extent it can continue to trade fairly normally.

It is no secret that both management and unions at Herbert want to hear the Government's verdict on their joint proposals as soon as possible.

The Department of Industry maintained last night that the change of Secretary of State, with Mr. Eric Varley moving in from the Energy Ministry, would not delay any announcement about Herbert to any great extent.

The hope is that a decision would be announced before the Parliamentary summer recess.

The joint management-union proposals from Herbert went to the Department at the beginning of May and three weeks ago were passed to the Industrial Advisory Board for its views.

Unofficial reports after recent meetings between Government, management and unions on the situation suggested that Mr. Benn was personally opposed to closure of the company's Red Lane, Coventry, factory at the cost of about 450 jobs.

The Red Lane plant was at the centre of the only difference of opinion between unions and management at Herbert. The unions argued it should be kept open on strategic grounds because it is the only factory in Britain making heavy grinding machines for the steel industry.

Mr. Benn apparently came down firmly on the side of the unions.

But Peat Marwick Mitchell and Co. — in an niterim report on Herbert's situation prepared for the Department of Industry — maintained that without closure of Red Lane and the radical reorganisation this would involve, no commercially acceptable scheme for the company could be approved.

Mr. Benn is supposed to have insisted that Red Lane should continue to operate however long this might delay Herbert's return to profitability. It remains to be seen whether Mr. Varley takes the same view.

Mr. Anthony Wedgwood Benn leaves home yesterday for his new Ministerial home at the Energy department. With the lunchtime temperature in London 70 deg. F, Mr. Wedgwood Benn adopted a suitably relaxed mode of dress.

Careful screening before issue of credit licences

BY MICHAEL BLANDEN

LICENCES WILL not be issued automatically to the 100,000 lenders who will have to be screened under the new consumer credit laws, it was made clear yesterday by Mr. John Methven, Director General of Fair Trading.

Mr. Methven indicated to a conference organised by the College for the Distributive Trades that the issue of licences would probably start towards the end of the year. Many of the total of 100,000 expected to be issued under the new Act would go to retailers, from the big chain stores, who offered budget account or revolving credit facilities, to the one-man electrical shop which offered hire purchase terms on a washing machine or hired out TV sets.

He stressed that there would be no automatic issue of credit licences, not because he was being bureaucratic but because "under the Act, I have a duty to make sure that an applicant for a licence is a fit person to hold one."

No difficulty

Mr. Methven added, however, that this was designed as "the catch for the undesirables; the people you would rather not see involved in credit trading." He believed that licensing was a hurdle which the reputable trader would be able to clear without difficulty. "Everyone must jump the hurdle. If you are fit, you will sail over, and it will be my job to see that the track is in good condition for you."

Mr. Tony Scott, director of Mr. Methven's consumer credit division, hoped to be able to process the first licence applications towards the end of the year. Regulations controlling the seeking of hire or credit business might also be made in the near future. They would need careful study to ensure that credit or hire advertisements — defined very widely — complied with the new laws.

Treasury policy to motor industry explained

BY TERRY DODSWORTH

SINCE 1970 the Treasury has been careful to avoid using the car industry as a major instrument in demand management policies, Mr. Lawrence Airey, a deputy secretary at the Treasury, said in London yesterday.

He conceded that fiscal policy may have interfered unduly with the industry during the 1960s—a common complaint of the British manufacturers. But the concern to-day was to avoid sudden switches of policy and make a careful assessment of the industry's views before introducing new measures, he said.

Speaking at the Commons Trade and Industry sub-committee inquiry into the motor industry, Mr. Airey said that before this year's April Budget, the Treasury had taken into account the views of the Society of Motor Manufacturers and Traders. The result had been the single measure of raising the road tax: "We chose the particular instrument which caused the industry the least trouble."

Asked about the process by which the Government had come to commit its sweeping investment in British Leyland, Mr. Airey said that it had been a collective decision after discussion between different departments.

"The Government view is that this is a sensible injection of public money into this industry which will pay off in terms of economic objectives over the longer term." But asked whether the "same amount of money" could be made available to other car companies, Mr. Airey said that, given the Chancellor's problems in holding down the public sector borrowing requirement, it would "be difficult to contemplate further considerable borrowing."

Aims of Industry to launch big campaign

FINANCIAL TIMES REPORTER

AIMS OF INDUSTRY is to change its name and expand its membership to combat what it calls the "great dangers and possible loss of freedom" which Britain faces.

After 33 years it is to become Aims for Freedom and Enterprise as a prelude to "a major public campaign to put the case for freedom and enterprise."

Outlining the reasons for such a move, Aims of Industry said in London yesterday that the country faced great dangers and urgent action was required. "Although many people in Britain are resigned, or stoical, there are nevertheless millions of people who are anxious about the threats to their way of life and are anxious to do something about it."

Among other developments announced yesterday were moves to get "a sepcial unit to get material into the universities," and efficient and original research into improving communication to the public.

Referring to the "enormous support" for Aims' Free Enterprise Week, its director, Mr. Michael Ivens, said other countries would initiate similar demonstrations. "Our supporters must now recognise that the extreme left throughout the world have designed many of their activities to have impact on television. We have got to master such techniques."

Publicans urged to display price lists for drinks

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

BREWERS and licensees' organisations are trying to head off by voluntary action Government plans for ensuring that price lists are displayed in pubs and other licensed premises.

It seems unlikely, however, that the trade will succeed for Mr. Alan Williams, Minister of State for Prices and Consumer Protection, has told Parliament that plans for legislation "to make sure that drink price lists and measures are displayed openly to customers" will be announced probably before the summer recess.

At the same time, the Campaign For Real Ale announced to-day that it is setting up a nationwide investigation into over-charging in pubs to support its call for laws to force all licensees to display price lists.

CAMRA's national chairman Mr. Chris Holmes, a 30-year-old college lecturer, will to-day have talks with Mr. Brian Smith, the Labour councillor who was behind two recent price probes conducted by West Midlands County Council which showed that customers were being overcharged in half to three-quarters of the pubs in the area.

Meanwhile, a special appeal has gone out to publicans from the National Brewer-Retailer Liaison Committee which includes representatives of the Brewers' Society, the National Federation of Licensed Victuallers, the London Central Board (which represents licensees in Greater London) and the Amalgamated Licensed Retailers' Society.

Ammunition

The committee says: "It is not in the interests of licensees to ignore the now almost universal practice in all trades of displaying prices." It recommends tht all licensees should have lists for public display which include the main lines sold in the house, that is draught and bottled beers, cider, spirits, bottles of mixers, port, sherry and vermouths. A more comprehensive list which includes the prices of mixed drinks and other less commonly ordered drinks should be available to show customers if required.

"The notice should include an invitation to customers to ask to see the proprietor in the event of a complaint," says the committee.

"In their own interests the licensees are earnestly requested to take heed of this appeal."

CAMRA will ask its 100 branches and 30,000 members to help with its investigation. Mr. Holmes, who lectures in business studies at Trent Polytechnic, Nottingham, said yesterday: "We are aiming to protect the drinker by giving him some ammunition against bar staff who add a few pence on to each round of drinks. People have the right to know what they are expected to pay, but it is not always possible — or even desirable — for them to get such information from the staff, particularly in busy pubs."

The Brewers' Society has assured publicans that the price list appeal in no way represents an attempt to reimpose price control at their tenanted pubs. "It is fully appreciated that in fixing their prices, licensees have to take into consideration a number of factors which vary from house to house and that uniform prices cannot, therefore, apply," says the Society.

ICI's new marketing group for offshore supplies expansion

BY RAY DAFTER

ICI PLANS to expand its business in the offshore supplies market. The company said yesterday that it hoped to transform last year's turnover of £2m. into sales of £20m. to £30m. a year by 1980.

The company, which already has a direct stake in North Sea oil, through its holding in the Ninian Field, has set up an offshore group to co-ordinate and promote sales to oil and gas industries.

Mr. Denys Henderson, general manager (commercial), said that other chemical companies, in particular U.S. and German concerns, also had an eye on the offshore business. On the other hand, ICI was the first in the field to put together such a marketing group.

"At the present time we are ahead of the game and can bring together our many manufacturing and research activities with a selling force which operates all over Europe and the rest of the world to develop steadily increasing relations with the offshore oil industry."

So far ICI has assembled a list of 300 products and services applicable to offshore work. They are drawn from the nine divisions and 248 subsidiary and associate companies in the U.K. and ICI's 304 companies in Europe and the rest of the world.

The major supplying operating units are the Agriculture, Mond and Petrochemicals Divisions, Nobel's Explosives Company and Imperial Metal Industries.

It was stressed yesterday that ICI would not be seeking business only in the North Sea, but was looking for offshore sales throughout the world. "ICI has stolen a march over the competition; not one of the chemical giants of Europe, the U.S. or Japan has organised itself in precisely the same way," said Mr. Henderson.

The company has appointed Mr. Charles Hickson as ICI offshore liaison officer in London. Similar posts have been established in ICI (Norge)—to take advantage of work in the Norwegian sector of the North Sea—and ICI Ireland, to cover the Celtic Sea market.

The offshore group will look to the divisions and operating companies to carry out research and development work. As a result, very little capital expenditure is being committed to the new venture. Its primary function will be to promote, co-ordinate and instigate the use of ICI products in offshore work.

Lord Polwarth, a non-executive director of ICI and former Minister of State at the Scottish Office, said that British industry had long been criticised for not being more positive about entering the off-shore market.

He hoped that the ICI move would encourage other companies to take advantage of the North Sea offshore industry, where some £17bn. is being spent in the 11 years to 1983.

N. Sea oil pay-out in 1980's

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

THE BRITISH economy's relative growth performance over the next decade is likely to improve a little compared with those of competitors, according to Henley Centre for Forecasting predictions

Taking a look beyond 1984, the Henley Centre envisages an average growth rate for the U.K. economy of 2.7 per cent. over the period 1973 to 1985, compared to 3.6 per cent. for the Organisation for Economic Co-operation and Development area as a whole (the OECD group includes most of the advanced countries).

Unveiling the forecasts in London yesterday, Mr. James Morrell, the director, told an audience of businessmen: "North Sea oil and gas are assets of very substantial proportions. They are the real basis for expecting a change in our performance during the 1980's. The balance of payments position will be transformed."

The Henley centre calculates that between 1974 and 1980 North Sea oil and gas production should add ½ per cent. a year to the average annual growth of U.K. national income, and 1 per cent. a year thereafter.

Its overall growth forecasts would compare with actual rates of growth over the period 1963 to 1973 of 5.6 per cent. a year on average for the entire OECD area, and 3.3 per cent. for the U.K.

The Henley Centre emphasises that the period 1963-73 gives misleadingly high growth figures in both instances, because it contained three phases of economic upswing and only two downswings.

Slowdown

It seems a slight slowdown in the growth rate of other countries as a result of a mix of factors, including the increased importance of services as opposed to manufacturing; changing rates of population growth; more restrictive demand management policies brought on by the oil crisis and general concern over inflation; and the fact that, with so much liberalisation of world trade already achieved, this factor will be less important.

In particular, "slower growth in Japan and Continental Europe is expected because of the reduction in the supply of labour. In contrast to the large reservoirs of agricultural labour available through most of the 1950s and 1960s, there is far less scope for absorbing workers from the land into industry."

On the other hand, the Henley Centre looks to a somewhat better performance from the U.K. both with regard to labour productivity and the ratio of fixed investment as a share of gross domestic product, and particularly as a result of the flow of oil from the North Sea.

Taking into account such factors as the increase in capital stock per worker which has occurred in the U.K., the static prospect for the size of the labour force, educational effects and so on, the Henley Centre concludes that "between 1973 and 1985 the productivity of the working population is expected to rise between 3 per cent. and 4 per cent. a year . . . in other words, it could rise by about one-half in the 12-year period."

The improvement in the U.K.'s investment prospect is seen as stemming from several factors, including less emphasis on "social investment" as the population levels out; economies in stock levels, leaving more scope for investment in fixed assets; and a reversal of the tendency for the U.K. to be a net "exporter" of productive capital.

While seeing something of a balance of payments bonanza from North Sea oil in the 1980s, the Henley Centre expects the problems of conquering inflation and improving the balance of payments to dominate British economic policy for much of the rest of this decade.

Thus the growth of consumers' expenditure is put at only 1.9 per cent. a year in volume terms over the period 1973-80, but at 3.1 per cent. a year after that.

Growth sectors of the economy singled out for special mention over the next decade include: financial services; public utilities; electronics and computers; exploitation of the sea; and pharmaceutical and medical science. The vehicle industry, by contrast, is forecast to be relatively static.

In general, the tone of the study (entitled "Britain in the 1980s" and to be published shortly) is markedly less apoclyptic than much economic and political comment prevailing in the country at the moment. The trends towards participation and greater Government involvement with industry are seen as irreversible, but nothing drastic is envisaged.

U.K. will be low-tariff country—NIESR

BY MICHAEL BLANDEN

SHARP FALLS in the tariffs charged on imported goods will follow the U.K.'s decision to remain in the EEC. As a result, the U.K. will become a low-tariff country, in contrast to its position in the late 1950s and early 1960s.

This will lead to further increases in the share of imported manufactured goods in U.K. domestic consumption, according to an analysis published in today's National Institute of Economic and Social Research economic review.

However, the impact of this on the U.K.'s external balance should not be very significant, their findings suggest, as any increases in imports as a result will be fairly small.

The article, prepared by Mrs. A. D. Morgan, assisted by Mrs. D. Martin, points out that there has already been a very large drop in the level of tariffs applied to U.K. imports in the period from 1959 to 1972.

In this period it is reckoned that the average general tariff applied to semi-manufactured goods fell from 16.2 per cent. *ad valorem* to 10.5 per cent., while the rate on finished goods dropped from 21.4 per cent. to 12.0 per cent.

The analysis indicates that, in contrast to the arguments put forward by some anti-EEC campaigners, the effect of these cuts on the level of imports was fairly small. "Other influencies account for by far the greater part of the rise in the value and volume of trade since 1955."

For semi-manufactures, the authors estimate, the rise in the volume of imports due to tariff cuts was just under 13 per cent. of the total increase in the period from 1959, the last year before significant cuts were introduced, to 1971. This aded £148m. to the import bill in 1971 at current prices.

In finished goods, the estimates show a rise in imports of just over 9 per cent. as a result of the tariff changes, adding £158m. to the import bill. However, the authors point out that these figures could be an underestimate if the Kennedy Round tariff cuts—by far the most important in the period—brought a change in the relationship between levels of imports and prices.

The estimate for finished goods could, in this case, have shown an additional increase of anything up to about a quarter of the total rise in the volume of imports as a result of this shift, equivalent to £440m. at current prices.

The article points out that in the period covered the U.K. has changed from a country with high tariff levels to one which will soon be very low. There is evidence, it suggests, that in the late 1950s and early 1960s the U.K. tariff on many manufactured goods was near the prohibitive level.

This both limited the market for some goods in the U.K. and provided a high level of protection for domestic manufacturers, and it is possible that the drop in tariffs has brought a once-for-all change in the level of imports over the long-term.

Protectionism

The further drop expected will mean that over the period between 1972 and 1977 the average tariff chargeable on U.K. imports of semi-manufactured goods will have fallen by around 55 per cent. more, while the tariff on finished goods will have dropped by some 35 per cent.

"Unless the Government deliberately reverts to protectionism, inviting retaliation by its major trading partners, Britain will become a low-tariff country."

The article highlights three main rounds of general tariff cuts in the period covered. The first was in 1956, but was relatively unimportant. Duties were reduced by about a fifth, but because they affected so few goods they made little difference to the tariff as a whole, reducing the average for all manufactures by only 0.7 per cent.

The Dillon Round negotiations of 1960-61 brought more widespread cuts, generally of 20 per cent., though overall the effect was an average drop of only some 6 per cent. for all manufactures. Duty reductions on machinery and vehicles, however, were much larger, averaging 18 per cent. of the existing tariffs.

The most important were the Kennedy Round cuts, put into effect over the five years to 1972 after completion of negotiations in 1967. Rates on more than half of all dutiable manufactures were cut by 50 per cent., and smaller reductions were applied to a high proportion of other items, including steel and paper where reductions averaged 30 per cent. The average reduction for all manufactures on this round was between 35 and 36 per cent. from previous tariff levels.

At the same time, the article points out, the U.K. also greatly extended the amount of trade given preferential treatment during the 1960s. The first and by far the most important move in this direction was the abolition of duties on imports of EFTA manufactures from countries from 1960 to 1966.

A major turning point in U.K. tariff policy was reached at the beginning of 1972, the article maintains. This saw the completion of the Kennedy Round cuts. It also saw the dilution of preferences which, in effect, had been given primarily to Asian developing countries under the Commonwealth preference system, both by the increase in textile tariffs and by the extension of preferences to other developing countries.

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Any ad. that can save you over £130,000 a year, must be worth reading.

Economy is just one of the reasons why London based companies may consider decentralisation.

Your lease might be about to expire, maybe you're encountering difficulties in staff recruitment, or perhaps one section of your business has grown too big for its present premises.

Whatever your reasons, we suggest you consider a move to Preston, the commercial centre of Central Lancashire.

Compared with London the rents are peanuts.

An average square foot of office accommodation is around £1.30.

For the luxury of a fully air-conditioned suite you'll have to shell out an extra 30p.

And these unbelievable prices mean a saving of over £130,000 a year for a company paying a relatively low London rent, and employing a hundred personnel.

	LONDON LOW RENTS	LONDON HIGH RENTS
Central London Rents	£9	£18
Rents in Preston [illegible]	£1.30	£1.60
Saving per sq.ft. per yr.	£7.70	£16.40
Average space per employee is 120 sq.ft.* therefore rental saving per employee totals	£924	£1968
Add saving on rates of about ¼ the rental saving	£231	£492
Total saving on rent and rates	£1155	£2460
Add savings on clerical salaries	£200	£200
Total potential saving per employee per year	£1355	£2,660

Source: The Location of Offices Bureau, 1976

*This figure does not include canteens, car parks and common access areas, since this gross figure could vary considerably according to the size of the firm and its overall requirements.

Preston has long had considerable significance as an administrative and commercial centre.

It is the administrative headquarters of the County of Lancashire.

Naturally, this administrative concentration necessitates the presence of a wide range of highly developed commercial services. Banking, accountancy, insurance, legal practices, estate agencies and building societies are all well represented.

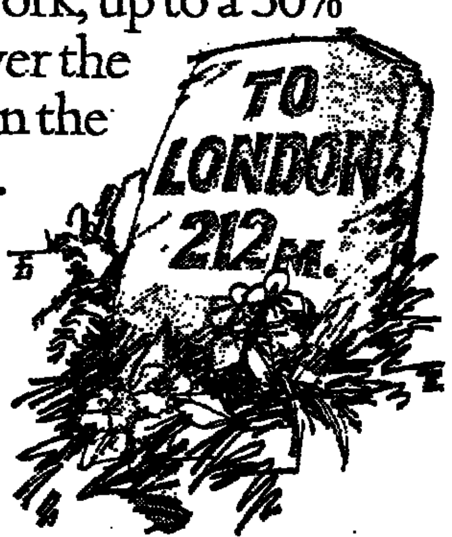
As a shopping centre Preston is also of considerable regional significance covering an area extending far beyond the boundaries of Central Lancashire.

Building for the future.

In recent years, well over a quarter of a million square feet of modern office development has been let in Preston town centre and another 260,000 square feet are now available for letting. A further half a million is in the pipeline.

Your way could be paid.

Because Central Lancashire has Intermediate Area status, firms moving from non-assisted areas could qualify for a fixed grant of up to £800 for each employee moving with his work, up to a 50% limit. A grant is also possible to cover the cost of approved rent of premises in the new location, for up to three years.



Distance is no object.

Even confronted with savings like these, an understandable reaction is that Central Lancashire is too far away.

Granted, Preston is 212 miles from London, but rather than measure the miles, calculate the time it takes to cover them.

The motorways allow you to drive there comfortably in about four hours.

If you want to make the going even easier, the Electric Scots will have you at Euston in around two and a half hours.

NO SMOKING FASTEN SEAT BELT

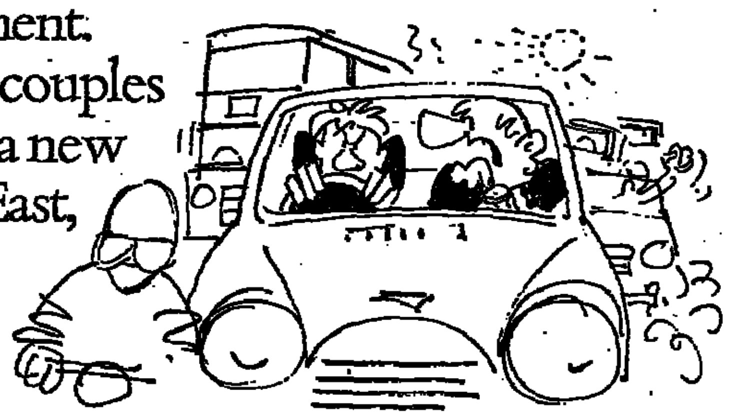
And from Manchester Airport, there's hardly time to enjoy a drink before the stewardess is telling you to fasten your seat belt.

So it is quite feasible for a company to retain a reduced headquarters in London, and enjoy excellent communications with, say, its computer operation in Preston.

Staff benefits.

The Location of Office Bureau in London writes…"Firms that have decentralised report reduced staff turnover rates, less absenteeism, greater efficiency and happier staff relationships."

It's not surprising really. For a start they won't lose ten hours of their life every week, locked in a car or rail compartment.



Young married couples struggling to afford a new home in the South East, will find the prices 30% less in Central Lancashire. There's rented accommodation for newcomers too.

And the area is surrounded by beautiful countryside for kids to develop their muscles, with good schools to develop their minds.

A step in the right direction.

Write or 'phone our Commercial Director, Bill McNab. He'll give you further details.

Central Lancashire
The foundation for your future.

Central Lancashire Development Corporation, Cuerden Pavilion, Bamber Bridge, Preston PR5 6AZ. Tel 0772 38211

Ports association rejects dock nationalisation policy

BY JAMES McDONALD, SHIPPING CORRESPONDENT

BRITISH PORT operators and employers yesterday decisively rejected the Government's proposals for extension of public ownership of the industry.

Commenting on the second consultation letter by the Government on reorganisation, the British Ports Association said there was "no evidence to support the contention that the introduction of central controls will lead to more efficient operation. The experience in other industries suggests that the reverse is true."

It argues that the powers given to the National Ports Council as an advisory body to the Government under the Harbours Act, 1964—advising on proposals for major port developments or for financial assistance to ports—"are as strong as is appropriate within a framework in which individual port authorities, with their own assets and liabilities are responsible for managing their harbours and associated operations, employing the workpeople and securing a financial return on the assets employed."

Mr. Donald Redford, chairman of the Association, said in London that he did not know the Government's timetable for the port re-organisation scheme, but it would certainly not be during the present Parliamentary session. He hoped it was low down in the Government's legislative programme.

He agreed that it would not cost very much in taxpayers' money to extend public control with Manchester and Felixstowe as the two major privately-owned ports.

Port investment had been running at between £40m. and £50m. a year recently with the Government providing about 75 per cent. of this amount under the Harbours Act.

Mr. Redford suggested that the proposed National Ports Authority would employ between 400 and 500 people, compared with the present staff of about 90 in the National Ports Council.

Control

He stressed that there was already sufficient Government control over capital investment by the ports—projects over £1m. have to be approved—without further legislation or public ownership.

The BPA stressed that "privately-owned ports such as Felixstowe and Manchester have an established record of success in maintaining or expanding their business in a highly competitive environment. The Association is not aware that anyone has suggested that the privately-owned ports do not meet the needs of those they serve."

The BPA says that, with the revelation of the proposed extent of bureaucratic control and interference in port management revealed in the second consultation document, "it is more than ever convinced that the proposals pay no more than lip service to the concept of local responsibility." It refers to the phrase "comprehensive overall control" and suggests that this means that a local port authority will have little autonomy.

The extension of public ownership of ports—in terms of Government philosophy—is going hand in hand with the plans to extend the Dock Labour Scheme to other non-scheme ports and also to inland organisations. This extension was attacked yesterday by the London Chamber of Commerce and Industry which has written to Mr. Michael Foot, Secretary of State for Employment, "deploring the Government's failure to hold an inquiry on the proposed extension of the dock labour scheme."

This attack follows a protest recently by the Road Haulage Association against the scheme being extended.

In a memorandum on the Government's consultative document "Dockwork" the chamber says that a full and formal inquiry into the handling, warehousing and movement of goods in and out of the country should be held before any irrevocable decisions are made as to the definition of "dockwork and dock worker."

U.K. 'able to handle oil platform orders'

BY CHRIS BAUR, SCOTTISH CORRESPONDENT

THE DEPARTMENT of Energy now believes the U.K. has sufficient building capacity to satisfy demand for North Sea oil production platforms without any future orders for the huge structures being lost to overseas competitors.

Department officials, however, are still concerned at the lack of new orders from oilfield developers. This uncertainty is delaying a decision on nationalisation of the remaining two Scottish sites zoned for platform construction.

The transformation from feast to famine in the contracting industry's prospects over the last year is likely to increase the pressure on the Department of Energy under its new Minister, Mr. Anthony Wedgwood Benn, to ensure that available platform yards do not go short of work.

Trade unions, led by the Scottish TUC, are already lobbying Government agencies and insisting that greater efforts be made to divert all future platform orders to British yards.

The latest construction yard to approach the point at which it can accept an order is the only Sstate-owned site at Portavadie on Loch Fyne, in Argyll, in which the Government is investing £12m. It has been leased to the Sea Platform Constructors consortium.

Although there are indications of freshening oil industry interest in placing new orders, the Department of Energy's Glasgow-based Offshore Supplies office continues to be cautious about its forward assessment of the market. Last August's forecast that orders for up to 13 major platforms were likely—mostly this year for 1977-78 delivery—was thrown badly out when oil companies held back investment while the Government's taxation and participation proposals were clarified.

The OSO now appears to accept that few more orders can be expected here and this is delaying a decision on whether the Government should nationalise and finance the preparation of further building capacity at Campbelltown, Argyll, or Hunterston, Ayrshire, where a British and an Anglo-Dutch group respectively were given planning permission in January.

The OSO believes that, if last August's forecast had proved correct, contractors in this country would have been physically unable to handle the volume of work. The deferment of many of these orders has now enabled the contracting industry to prepare itself for the next round, say officials who see no reason why any future contracts should go abroad.

Mr. Dick Chadney, general manager of Sea Platform Constructors, said the company hoped to be awarded an order by the time its construction yard employing up to 700 workers is ready in August.

Textile men in aid talks with Lever

By Rhys David

LEADERS OF the British Textile Confederation are due to meet Mr. Harold Lever, Chancellor of the Duchy of Lancaster, this evening for talks on possible forms of assistance for the hard-pressed textile industry.

The meeting follows informal talks which the BTC had last week with Department of Industry officials arising out of the Prime Minister's statement in the Commons on May 23, in which he ruled out import controls but promised other help for the industry.

Mr. Wilson said Mr. Lever, his principal economic adviser, would co-ordinate work of the Government departments involved and supervise discussions with the industry, which has been hit by the worldwide recession in textile demand and the diversion of low cost imports into depressed U.K. markets.

Mr. Wilson in his statement said the Government would be prepared to assist the industry under the provisions of the Industry Act 1973 to prevent the loss of viable capacity which would be needed when the expected upturn in world markets came. He also mentioned the possibility of a Government-supported scheme for financing stocks.

A zero rate of VAT on textiles and shoes produced in Britain was suggested yesterday in a Commons motion by a group of Labour MPs who claim that such a move would stimulate demand.

British Caledonian tells Shore to drop State takeover plan

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

RETENTION of the present "mixed economy" in U.K. civil air transport, with British Caledonian remaining free to operate as the major "second force" international airline after British Airways, is urged by Mr. Adam Thomson, BCAL's chairman.

In a memorandum to Mr. Peter Shore, Secretary for Trade, giving BCAL's views on the Government's current civil aviation policy review, Mr. Thomson makes it clear that BCAL would prefer to remain totally independent.

Mr. Thomson stresses the need for civil aviation to be taken out of politics—a view shared by both BCAL and British Airways, and probably he suggests by the Civil Aviation Authority too.

Accordingly, he urges that the current Civil Aviation Act should be allowed to stand untouched, as should the "guidelines" to the Civil Aviation Authority on route-licensing for the second-force airline.

"Dual designation"—the right of BCAL to fly on some routes in competition with British Airways—should be retained as a desirable part of regulated civil aviation, where the volume of business allowed two British carriers and the end result was an increase in the total British market share.

"Do not drain away BCAL's lifeblood — namely existing licences to operate profitable services," he says.

Mr. Thomson's memorandum has been prompted by the fact that Mr. Shore now has before him a report prepared by officials of the Department of Trade on future civil aviation policy. So far, there has been no indication of what the report contains.

Now that the referendum campaign is over, however, and Mr. Shore is confirmed in his post in the subsequent Government reshuffle, it is thought likely in the airline industry that he will announce his decisions before the Parliamentary recess.

BCAL's fear has been—and still is—that the policy review might result in some drastic changes in civil aviation, including perhaps the outright nationalisation of BCAL, or "the less obvious course of gradually weakening BCAL through the restriction or removal of the opportunities" needed for the airline to develop.

Mr. Thomson argues that the Government could achieve the weakening process by only a series of minor adjustments to the policy guidelines given to the Civil Aviation Authority under the 1972 Civil Aviation Act.

Such a policy, he suggests, could be "disastrously reinforced" by taking away from BCAL its licences to fly to such destinations as Toronto, Boston, Atlanta, Houston, Bahrain and Singapore.

Mr. Thomson says that "total nationalisation or erosive destruction would require legislation. But either, if pursued, would irreparably harm British Caledonian and therefore British private enterprise civil aviation."

He goes on to point out that the philosophy of a mixed-economy system in world air transport markets was accepted by the Labour Government in 1969 and the succeeding Conservative administration in 1970.

Mr. Thomson argues that in less than five years, BCAL has established itself as a potent force in world civil aviation.

In South America, the airline's profitability was greater last year than at any period since the route was abandoned by BOAC ten years ago. BCAL's efforts on the London-Los Angeles route resulted in a 100 per cent. rise in the U.K. share of that market.

On the London-New York route, BCAL's participation led to a 25 per cent. boost to the U.K. market share. Although it has suspended services on that route, it will resume them "when the economic climate indicates a return to profitable operation."

More expensive hotels hit by fewer U.S. visitors

BY ARTHUR SANDLES

THE RAPID expansion of first-class hotel capacity in London, combined with a fall off in tourist traffic from the U.S., has had a severely depressing effect on business. Figures produced by the English Tourist Board covering the past three years show a striking fall in occupancy levels.

The report covers the years 1972 to 1974 and there have been indications recently that the situation has improved considerably this season.

However, the Board found that in the years covered hotels charging £7.50 or more per night saw their annual occupancy levels fall from 67 per cent. in 1972 to 62 per cent. in 1973 and 55 per cent. last year.

Overseas guests accounted for 54 per cent. of total London hotel business in 1973 and this rose to 57 per cent. last year. But most of this extra custom went to cheaper hotels. Overseas guests accounted for only 42 per cent. of arrivals at expensive hotels.

The upper end of the London hotel market have proved to be the dullest patch on the hotel scene. In spite of growing economic difficulties the average English hotel was 48 per cent. full last year, much the same as it had been in the previous two years.

Business was best in the summer quarter, with hotels 72 per cent. full in August and 66 per cent. in both July and September.

Price rises no panacea for State industry

BY OUR INDUSTRIAL STAFF

SOME OF the U.K.'s nationalised industries may never pay their way, according to Lord Peddie, chairman of the Post Office Users' National Council.

Speaking at the annual conference of the Chartered Institute of Public Finance and Accountancy in Torquay, Lord Peddie suggested that the problem of fixing objectives by which the performance of the State-owned industry could be assessed remained difficult.

Whether their objectives were expressed in the form of a financial target or corporate plan, a service indicator, or some other social aim, was still a matter for debate.

"It could be that nationalised industries will not achieve their target simply by the process of raising prices, because every increase in price carries the risk of depressed demand and reduced revenue," Lord Peddie said.

In the case of the Post Office the test would come within the next year. It would then be possible to see whether large increases in postal charges had the effect of bringing the Post Office back to something like break even or whether use of postal services would decline.

Lord Peddie said all State industry expenditure was at the mercy of Government plans. In the case of the Post Office modernisation of the telecommunications system had been retarded.

Now it could no longer be delayed and this involved vast spending over the next four or five years.

Guernsey move to raise insurance contributions

BY OUR ST. PETER PORT CORRESPONDENT

IF PROPOSALS put forward by Guernsey's Insurance Authority are accepted by the island Parliament on June 25, social insurance contributions will be increased by up to 60p a week from next November.

An employed man will then pay £1.67 a week and his employer £1.64, while a self-employed person will pay £3.19 a week against the present £2.41.

In a report published yesterday the Insurance Authority warns that the island's comparatively new pharmaceutical scheme, under which there is a subsidised prescription charge of 25p per item, is likely to show a deficit of £87,000 this year and £192,000 in 1976 unless contributions are increased.

The Authority wants to put up the present weekly rate of 10p for employee and 9p for employer to 25p and 24p respectively.

Higher contributions are also sought to enable the old age pension to be raised from £10 to £12 a week, and sickness and unemployment benefit from £8.60 to £10.30.

Report on MPs' allowances

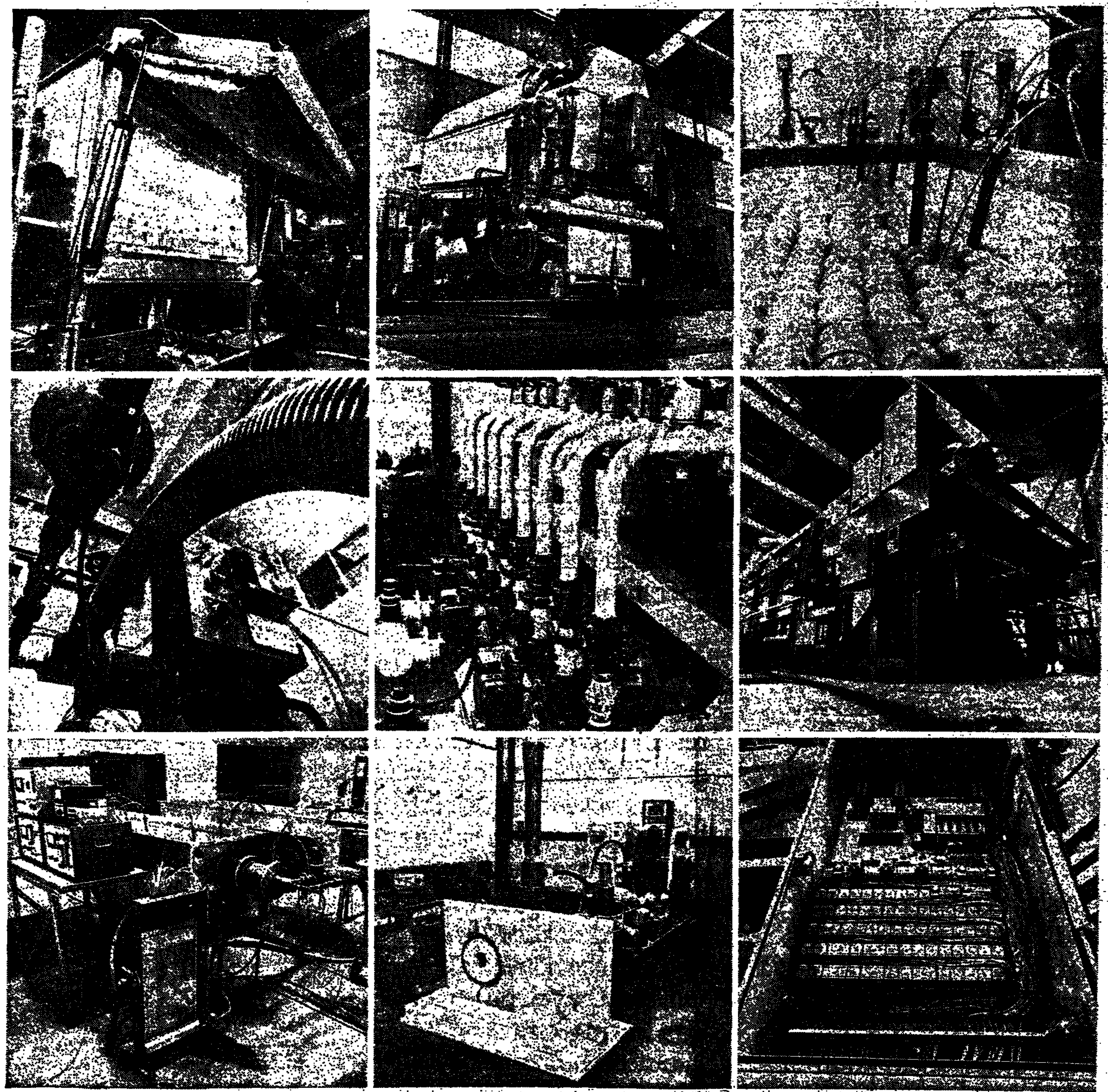
CASH ALLOWANCES available to over 50 Guernsey MPs should be increased, subject to means tests, from a maximum of £1,000 to £2,000 a year, a report published yesterday recommends.

The maximum allowance, however, should be reduced by whatever sum a Member's income—individually or with their spouse—exceeds £3,000 a year from other sources, it adds.

The report recommends as an alternative that MPs should be able to claim £4 instead of the present £3 for each half-day spent on official business, subject to a similar means test.

Last year only one Guernsey MP claimed the £1,000 allowance, although 26—a record—claimed a total of £9,771 in half-day allowances payable without means tests.

The proposals are to be debated in Guernsey's Parliament on June 25.



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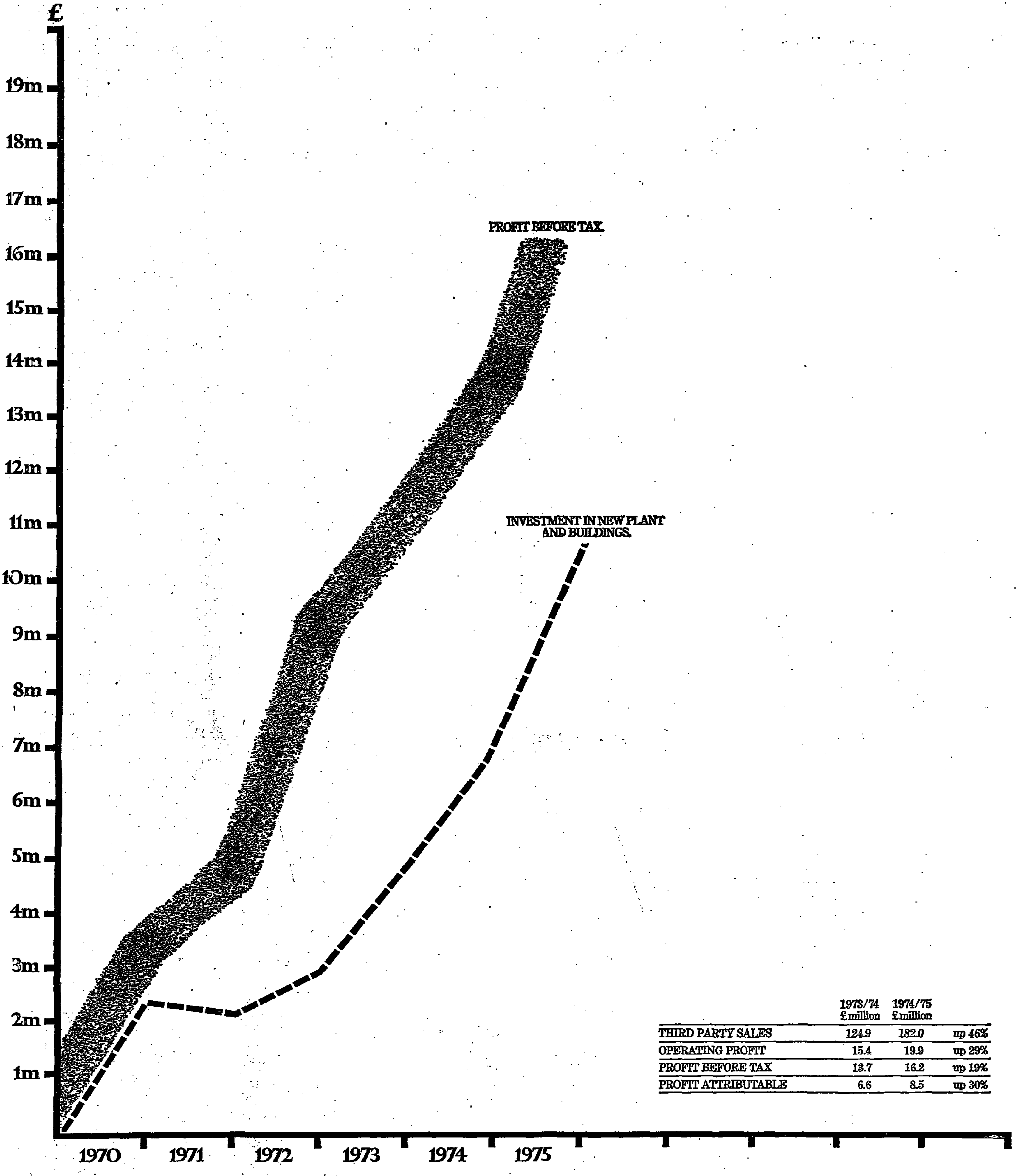


	1973/74 £million	1974/75 £million	
THIRD PARTY SALES	124.9	182.0	up 46%
OPERATING PROFIT	15.4	19.9	up 29%
PROFIT BEFORE TAX	13.7	16.2	up 19%
PROFIT ATTRIBUTABLE	6.6	8.5	up 30%

NOW FOR THE NEXT FIVE YEARS.

1975 is no time for anyone to be complacent. But that shouldn't stop us from telling you we've had another record year.

Now we must use our profits to invest for the future.

We will be spending over £10 million in the UK in the next three years building the world's most modern motive power battery plant near Manchester. It will double our UK motive power capacity.

So that when the economy shakes clear of the current crisis, Chloride will be ready.

We can also get a more immediate return from our investments. By entering markets where investment gives good value now.

Like North America.

Where our £15m investment already contributes 17% to our operating profit.

Like Europe. Where our brand new facility in West Germany is poised to capture an important stake in the growing industrial battery market. It will match those we already hold in Britain, Ireland, Belgium, Holland and Scandinavia.

Chloride batteries will help to satisfy the world's increasing demand for pollution-free fork lift trucks and other battery powered vehicles. Some may well replace the internal combustion engine as the main power for city centre traffic.

Other Chloride batteries will run emergency and standby power systems. An important and expanding world market especially in North America.

If you'd like to know more about Chloride's bright future write to the Secretary, Chloride Group Limited, 52 Grosvenor Gardens, London SW1W 0EH for the Annual Report and Accounts.

CHLORIDE

The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

● DATA PROCESSING

Controlling delivery of goods

A COMPREHENSIVE computer-delivery scheduling, stock control and customer accounting service for companies without their own computers has been launched by CMG Computer Management Group companies in the U.K.

Based on a system by CMG Southern developed for a company manufacturing household items sold through retail outlets, the service is particularly suitable for those whose vehicle delivery points constantly alter due to variable patterns of customer ordering.

In addition to determining drivers' schedules, the system produces delivery notes, raises invoices and issues statements automatically—all from initial customer orders. Further information which can be generated by the computer includes stock control analyses and sales analyses.

The aim of the service is to help companies to deliver the goods ordered, to the correct customer, on the next available van in that customer's area.

deal " is in line with Wilkinson

Vehicles can be initially planned to run to a simple schedule of pre-determined areas throughout the country, visiting each general area once every two to three weeks. In practice vehicles would depart from despatch depots on every working day of the week, to make deliveries to the area being covered at that time.

Original order

The specific points of delivery as well as the particular goods ordered are determined by the computer as a result of an original customer order which may have been placed with the salesman on the road, by post or by telephone.

Weekly and monthly " orders received " reports are produced, the monthly version applying a smoothing formula on the average weekly receipts for comparison against the forecast weekly receipts.

Details of goods received at finished stores together with details of orders received and items despatched are also collected. The resulting " stock position " report shows such information as physical stock on hand, quantity committed to outstanding orders, free balance, etc. A further report arises out of the " stock position " report, to highlight items of stock for which the user does not have sufficient stock on the shelves to cover a specified number of weeks of forecasted sales.

Cash received, credit notes and any manual invoices are also fed in and passed with the details of computer-produced invoices to the sales ledger system. From this information an extensive "turnover analysis" is also produced which analyses sales by customer, within town, and within geographical/representatives' area.

CMG, Sunley House, Bedford Park, Croydon, Surrey. (01-686 8251.)

Paperless offices of the future

OFFICES could soon be conducting all their routine activities through a series of telecommunications systems, a conference held by Diebold Europa has been told.

Joe Ferreira, director of the Diebold Research Program in United States, described to delegates from 13 countries the results of a significant cost-cutting study.

Expenditure on a conventional face-to-face business conference with executives flying in from several cities to attend one meeting could equal the cost of two computer-aided conferences for the same number of people. If minicomputers linked to a commercial circuit were used, as many as 11 conferences could be held for the price of one conventional face-to-face meeting.

If the cost of travel continues to rise the figures for "electronic conferencing," by computer, by telephone or by two-way microwave TV, will look even more attractive, it was asserted.

Major changes

Ferreira outlined two major developments which will change *routine office procedures at some* time in the future. Because clerical work requires minimal face-to-face contact, the advent of electronic mail, data bases, image storage systems and low-cost terminals must bring a major change in working conditions for clerical departments.

Already, experiments have shown that clerical work carried out from distributed suburban locations, linked by computer communications, has a higher rate of productivity. Soon, using the same technology, workers should be able to operate not just from local units near their homes but actually from their homes.

The second major advance was the electronic office which could use an electronic mail system for internal and external mail, memo message collection and distribution, and other electronic aids.

Implications of these developments reached beyond the traditional computer department functions. Funds could be transferred both within corporations and on the international markets instantly and it would be possible to keep a 24-hour monitor of international market conditions and so profit by rapid changes in supply and demand.

Corporations would have to make organisational changes soon in order to adapt this operating style, Ferriera said. Diebold is at Norwood House, 55A, Catherine Place, London SW1E 6DY 01-834 6148.

Analyses logic in detail

WHAT MUST certainly be one of the most versatile and comprehensive equipments for the analysis of digital data and circuits has been launched by Hewlett Packard.

On a front-panel crt face the machine is able to capture data in the form of 1's and 0's from 16 parallel data lines at virtually any desired moment, using the left-hand half of the screen to display the result as 16 horizontal lines of 16 bits each, with the first word at the top of the screen and the last at the bottom.

The display is triggered on specific data words established by trigger word switches and the trigger word is displayed along with the next 15 words. Operating speed is up to 20 MHz. This particular mode is useful for paging through a system while following an algorithm to trace data flow.

The instrument, called 1600A, has memory so that words before the trigger word can be displayed, providing " negative time." Thus, in troubleshooting, the user can trigger on an unallowed state and see where the machine malfunctioned. But if one wants to see data that does not immediately follow the desired trigger word, a delay can be used to position the 16 word " window " up to 99,999 clock pulses away.

Comparison

It is possible to bring the other half of the screen into action to display an active and a stored table of 16 bits each for comparison. A further facility causes the right-hand table to be the difference between the two, by " brighting-up " the difference digits.

Alternatively, by using an associated unit 1607A, 32 bit words can be displayed across the whole screen width, allowing 32 bit word computers to be serviced.

The most remarkable feature of the instrument is a dot map display which provides an overall view of the operation of the tested machine in a repetitive loop.

After *familiarisation, claims* HP, this permits identification of machine activity without the need to read tabular listings. Each dot represents one possible combination of the 16 bit lines so that every input word is represented by an illuminated dot. Brightness of the dots represents relative frequency of occurrence of that particular state. Hewlett Packard is at King Street Lane, Winnersh, Berkshire RG11 5AR (Wokingham 784774).

● COMPONENTS

Keeps the glass clear

MARINE SCREEN wiper called the Rotawiper recently put on the market by Wynstruments is a low cost unit claimed to give continuous vision under all conditions and requiring no maintenance.

The transparent blade which is unbreakable and non-scratching is invisible when spinning at up to 1400 rpm and sweeps a 20 inch diameter area of glass screen. The blades have an aerodynamic profile ensuring even contact with the glass and in addition a cam action in the centre of the wiper prevents lift. The leading edge scrapes off the water and centrifugal force throws it clear of the glass. Shorter blades are available if needed.

Forming an integral part of the blade hub is a fresh water spray system for keeping the wiped area free of salt and dirt. It can be easily connected to a pressurised water system or separate pump arrangement and in winter de-icing fluid can be used.

Installation needs one 22 mm (⅞ inch) hole through the glass and is straightforward. The company is at Staverton Airport, Gloucester GL2 9QW (0452 713264).

Folding propeller for yachts

A PROPELLER that automatically assumes the best working position as soon as the motor is started and the drive-shaft turns has been introduced by Gori Marine, Dyrehavevej 40, DK-6000 Kolding, Denmark.

It is a folding blade propeller and when the boat is under sail alone the two blades lie at rest pointing backwards and offering minimum resistance to the water.

When the shaft starts to turn the blades are unfolded by centrifugal force. The position taken up depends on a number of factors including the speed of rotation and the resistance offered by the water. No action has to be taken by the helmsman.

The two blades are controlled by a cogwheel inside the housing so that they always unfold synchronously. The propeller is also claimed to operate at full efficiency when the motor is thrown into reverse. When sailing, an extra knot of speed is claimed because the blades are folded.

● HEATING

Controlled storage heaters

GREAT improvements in the performance of storage radiators, without any price penalty can be expected as a result of further development by Philips research staff of the family of eutectic metal fluoride mixtures reported on Technical Page last year.

It is possible to choose mixtures which can be taken to very high temperatures before melting. However, the research team has settled on a formula which gives a melting point in the middle of the 450/830 degree C possible range.

This means that weight for weight, the selected mix provides a heat storage of up to three times as much as the best materials currently used.

The research team has also developed an ingenious method of controlling heat release from the mass—a problem never satisfactorily solved hitherto.

The fluorides, with embedded heating elements are enclosed in a nickel/chrome steel casing. Outside this, several layers of copper or aluminium foil provide a radiation barrier and the whole is enclosed in an evacuated container.

When heat is wanted, a low current is passed through a container of zirconium hydride connected to the vacuum enclosure. Hydrogen is driven off and provides an excellent conducting medium for the stored heat *despite the presence of* the foil.

Once the current is switched off, the zirconium reabsorbs the hydrogen and the heat is retained in the mass.

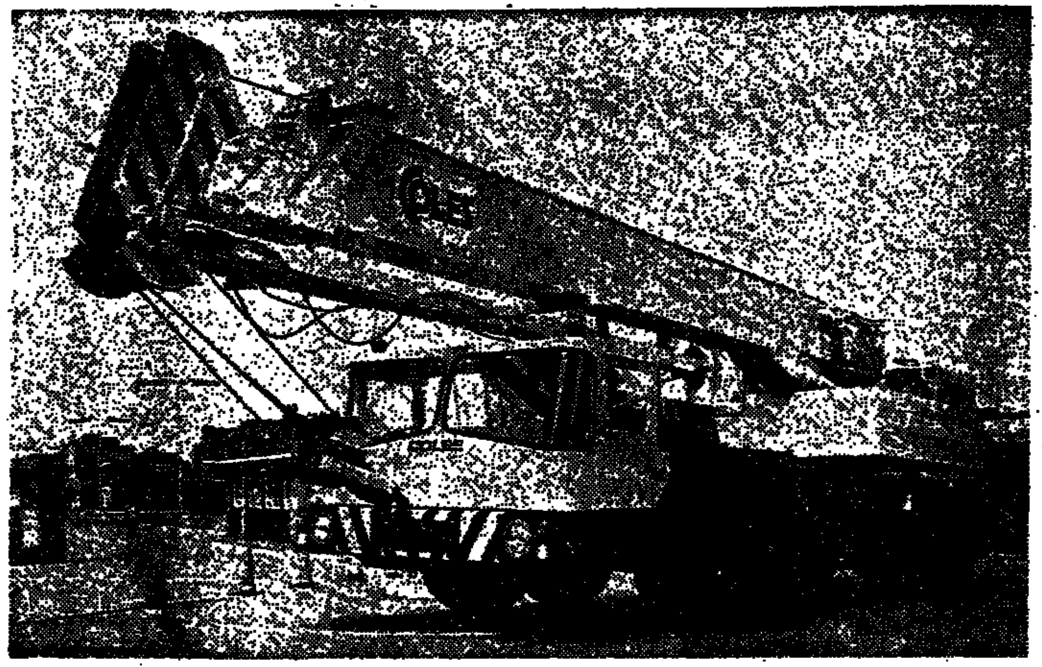
The fluorides are themselves cheap residues of several chemical processes and cost very little more than the price of transport.

It is not known when or if the company will make these storage heaters but some decision is imminent since it was stated last week that fluoride fan storage heaters would have the same performance and price as their current rivals but be only one-third the size and give incomparably better control of the stored heat.

This would be a great boon in the early spring when external temperatures are fluctuating rapidly from day to day.

Philips Research Laboratory, Aachen, West Germany.

● HANDLING



European dealers have this week been seeing demonstrations of this latest Coles telescopic boom; truck-mounted crane in France. The crane has a maximum capacity of 50 tons and a 53.95 jib section. It will lift 10 tonnes at 35 metres and slews a full 360 degrees. Coles Cranes, which is a member of the Acrow Group, has recently opened a new £¾m. office block, spare parts and repairs depot at Pontoise, near Paris. This will be operated by the company's subsidiary, Coles France S.A.

Picks items from store

DESIGNED FOR order picking and for handling loads into and out of storage is the Decostack warehouse machine from Demag Material Handling, Banbury, Oxford OX16 7QZ (0295 4555).

Travelling on a rail on the floor with a stabilising rail at the top of the racking, the equipment can be used in conjunction with compartment, drawer or gravity type racking.

The front sides of the operator platform have hinged tables which can be replaced simply and quickly by other load supporting accessories such as forks, height adjustable forks and tables, pivoting shuttle forks, or telescoping tables.

Exchange of these can be carried out subsequently at low cost and even during working hours without prolonged interruption of work.

The mast of the machine is arranged on one side of the aisle ensuring good visibility and easy access to the rack compartments. A door fitted to either front side of the control platform enables the operator to enter and leave within the rack aisle.

● TRANSPORT

Cools and purifies water

A MOBILE water cooler and purifier has been developed by Crawley Refrigeration.

Called the Acro-Kool Nomad and having a capacity of 160 gallons, the unit not only transports a large quantity of drinking water, but also cools it to 50 degrees F.

The Nomad has filters to take water from any supply—even, it is claimed, those heavily polluted.

The unit is supplied mounted on a trailer and will chill water at a rate of 25 gallons per hour, thus taking 4 hours to chill its full load. It is fitted with five points from which drinking water can be obtained. A petrol engine is included for the refrigeration unit.

Crawley Refrigeration, Ashdon Road, Saffron Walden, Essex, an Acrow Group company.

COMMUNICATIONS

Listens for ships in distress

BY JANUARY 4 next year all U.K. fishing vessels over 40 feet long will have to be fitted with a radio receiver permanently tuned to the international distress frequency of 2182 kHz. To meet the demand Redifon has introduced the WK2182 watchkeeping receiver and has already taken orders for 75 units from HM Coastguards.

The receiver, which is also suitable for cargo ships, oil tankers, cruise liners, coasters and off-shore supply boats is suitable for rack or console mounting and is a single, fixed channel set.

A ship in distress sending out an alarm signal will emit two tones on 2182 kHz. The WK2182, normally quiescent, recognises these and opens the mute circuit, causing the loudspeaker to emit two tones at full volume regardless of the volume control setting.

After a period of two minutes the alarm stops, the receiver remaining in the alert condition so that the helmsman can hear the distressed ship's position and may-day call.

Australian data net

AUSTRALIA'S Post Office has commissioned a market study *into the country's future data* communications needs. Demand for data transmission facilities has shown an average yearly increase of some 50 per cent. in the last two years.

The study will look at Australia's needs for data, telex and facsimile communications over two periods: 1975-1985 with extrapolation to 1990; and 1985-2000. It is also required to produce a data base for ongoing use in data communications over two periods.

The study will take about 12 months to complete, involve discussions with the computer industry, data communications users and allied associations, and cost over £150,000.

The Australian company is collaborating closely with Britain's Logica in this work.

Logica is at 64, Newman Street, London W1P 3PG (01-580 8361).

Switch by Plessey

PLESSEY TELECOMMUNICATIONS, despite depressed U.S. conditions, is to sell its knowhow in computer controlled telex switching by managing and financing a new company, Astrodata Systems Corporation, which has been formed as a subsidiary of Astrodata Inc., the California-based electronics firm.

Astrodata Systems Corporation will specialise in the development of advanced telecommunications and data switching technology. It will have facilities at Anaheim, California, and Fairfield, New Jersey.

Initial emphasis will be in the field of telex switching, building further upon the Astrodata 4660 system which has already been adopted in several countries, including the U.S., U.K., Italy and Canada. As distributor for Astrodata in the U.K., Plessey is responsible for the 5,000-line expansion of the international telex exchange at St. Botolph's House, London, to be brought into service during 1976. The company already has a 4660 system operating at its research and training centre in Beeston.

● SAFETY

Protection from burns

PROTECTION against skin burns, dermatites and allergy from degreasing compounds, is provided by Kerodex barrier cream.

Two formulations of the cream are available to guard the skin of hands and forearms against thinners, caustic baths, paint strippers, pre-plating acid, pickling solutions, carbon tetrachloride, and various other solvents.

One formulation provides protection against non aqueous solutions such as petroleum derivatives and alcohols, and a fully waterproof cream shields the skin from water-containing solutions of acids and caustics.

Both creams are greaseless, do not stain, and will not affect the skin even in long term usage.

Kerodex is at Innoxa House, 436, Essex Road, London N1 3PL, 01-226 6601.

● PROCESSING

Makes grain more easy to digest

INTRODUCED into this country by Cherwell Valley Silos is the U.S.-made Jet-Sploder process for rolling or flaking grain to produce high quality more digestible animal feeding stuffs that are claimed to be more consistent and easier to handle than steam-cooked feeds.

It is a dry heat process working at a higher temperature than steam systems and needing only the moisture within the grain kernel producing a pressure cooker effect within each grain. At the right moment when the starch is plastic and the pressure within the grain is at a maximum, the grain is fed into the rolls where it is exploded and flaked.

The process disorganises the starch granules, making the grain more easily digestible. After cooling the product is ready for bagging. No drying is needed.

Heat is provided by a 2m. BTU/hr gas-fired burner, with about 85 per cent. of the air recirculated to increase heating efficiency. The very hot air is pumped into a heat exchanger into which the grain is fed by gravity. More information from the company at Twyford, Banbury, Oxford (Kings Sutton 441).

● INSTRUMENTS

Gives true radial trace

A CIRCULAR chart recorder added to the range of "Servostep" potentiometric recorders by Boyle Industrial Gauging Systems has a 10 inch diameter chart and can be fitted with one, two or three pens continually recording on each channel.

The instrument is fitted with a stepping motor self-balancing servo system yielding good accuracy without overshoot. On single pen instruments the writing system can be either ink or pressure sensitive stylus, the latter giving a particularly fine trace.

An unusual feature is that the pens give a truly radial recording which makes interpretation particularly easy, and the charts can be arranged to rotate once in either 8 hours, 12 hours or 24 hours.

Full scale *deflection* takes 0.8 seconds and plug-in range cards are available to give fsd for any input from 50 mV to 300 mV dc and ac and any current from 100 micro-amps to 100 mA dc, and 250 micro-amps to 500 mA ac. The ranges can be extended by means of external shunts and/or current transformers. The company is at Burch Road, Northfleet, Kent. DA11 9NE (0474 64794).

Records the temperature for a month

A SELF-CONTAINED chart recorder designed for monitoring environmental temperatures between 0 and +65 degrees C is offered by Metrawatt (U.K.) Stevenage Road, Hitchin, Herts. (0462 4112).

The Thermoscript recorder has a clockwork drive adjustable for 8, 16 or 32 days without further attention yielding a permanent record of the temperature on a paper roll.

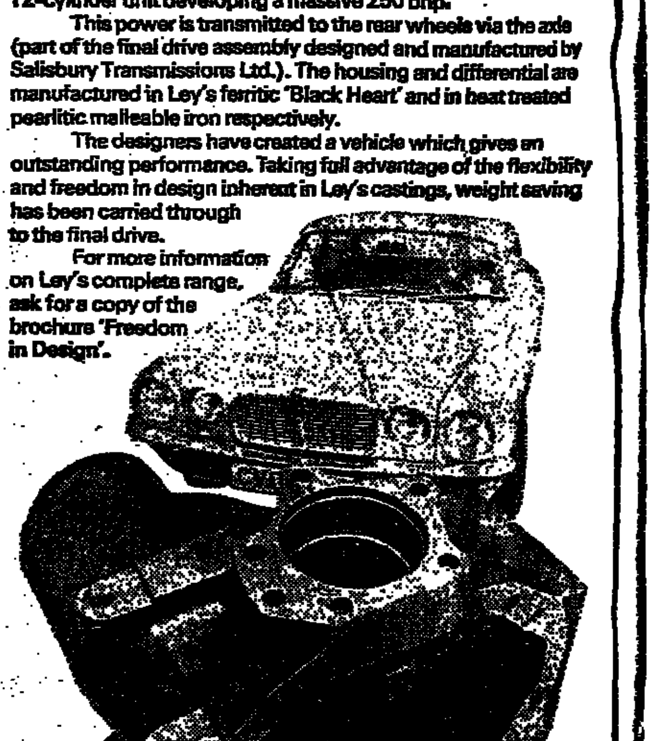
This inkless recording technique on wax paper is claimed to give a trouble free and robust instrument able to withstand extremes of shock and vibration.

The chart shows maximum and minimum temperatures experienced during that period and reveals precisely when the temperature changes occurred. A security seal can be fastened to eliminate the possibility of illicit tampering with the record.

The unit measures only 177 x 92 x 52 mm, weighs 2.2 lbs and has a quoted accuracy of ± 1 degree C.

Likely applications are in the monitoring of building and office temperatures with a view to improving economy.

● *By agreement between the Financial Times and the BBC, information from The Technical Page is available for use by the Corporation's External Services as source material for its overseas broadcasts.*



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The Financial Times

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ACCOUNTANCY APPOINTMENTS

Deputy Controller

Financial and Management Accounting

A Senior Accountant is required for the administrative headquarters of an international transport consortium situated on the South Coast.

As Deputy to the Financial Controller (who retires in just under 4 years time), his main task will be to revise existing systems and procedures to meet the new demands of the business. He will also carry a heavy burden of management and administration in the accounting field.

The successful applicant will be a qualified accountant who has had a wide experience of financial and management accounting techniques in one or more major companies. He will be able to translate accounting information into simple language and have had user experience of E.D.P. systems.

Age: 35-45. The remuneration is up to £7,500. Assistance will be given with relocation expenses.

Please write in confidence to F. J. F. Hall, Reference: C1353.

MM &WM *McLintock Mann & Whinney Murray,*
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NORTH SURREY

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to £4000

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Write in first instance with C.V. to:—

The Managing Director,
Anglo First Kensington Ltd.,
95 Park Lane, London W.1.

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On behalf of a growing, internationally active consortio bank based in Luxembourg we are looking for a proven credit expert, whose experience and qualifications may well have been documented by success in his chosen field. His age should be between 25 and 35 years.

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*

Please send your application with full career details in complete confidence to Peter Stevens, director of the appointed advisers,

Charles Barker GmbH

D-6000 Frankfurt/Main 1, Friedberger Anlage 24, Germany.

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APPOINTMENTS WANTED

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10 YEARS' STOCK EXCHANGE EXPERIENCE

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Nigeria

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Please write with full personal and career details to Position No. ASF 4974 Austin Knight Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Position Number Supervisor.

AK ADVERTISING

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There is a vacancy in the Corporate Finance Department, which would suit a young solicitor or accountant having some experience of new issue work and wishing to make a career on the Stock Exchange. Salary in line with qualifications and experience and will include an element of profit-sharing.

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GENERAL APPOINTMENTS

Head of Training Information

up to £7,860

The Training Services Agency (TSA) – an executive arm of the Manpower Services Commission – was established in April 1974 to increase the effectiveness and efficiency of the national training system by backing up and co-ordinating the efforts of relevant organisations, and to encourage the development of new methods.

As Head of the Training Information Section, you will be responsible for developing and maintaining the national training information network and making proposals to the Training Services Board on ways of plugging gaps and strengthening weaknesses in the existing system. This will involve listing the needs for, and available sources of, information on training research, resources and aids of various kinds; encouraging the development of compatible classification systems in TSA, Industrial Training Boards, and external libraries holding training information; and developing, up-dating and implementing the methods by which the Agency's technical training information is disseminated.

You should preferably hold a degree, or an appropriate professional qualification, such as a qualification in Information Science. You must have had experience at management level in industry or commerce, or in a body related to industry – such as an Industrial Training Board, a professional body, technical or trade journal – and must possess knowledge and skills in at least two of the following areas:– technical publications (eg technical journalism, sub-editing and general editorial work); personnel and training; and Information Science. You should also be able to communicate easily with specialists and establish good working relationships with senior personnel, both within the Agency and with key organisations in the training field.

Starting salary will be within the scale £6,090–£7,860 and there is a non-contributory pension scheme.

Full details and an application form (to be returned by 7 July, 1975) may be obtained from the Civil Service Commission, Alencon Link, Basingstoke, Hants. RG21 1JB, or by telephoning Basingstoke (0256) 68551 (answering service operates outside office hours) or London 01-839 1992 (24 hour answering service). Please quote G/9036/4.

Training Services Agency

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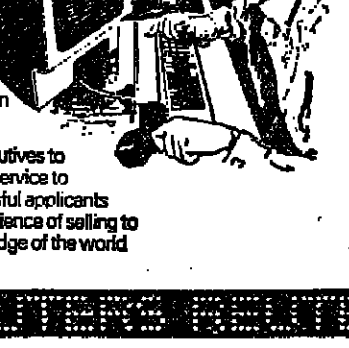
United Kingdom with overseas opportunities

Sales Executives



Reuters Economic Services are the principal suppliers of financial and business news around the world. Two years ago we introduced our Reuter Monitor Service, a computerised data retrieval system which was the first to supply banks and other financial institutions with instant up-to-the-minute information on international money market rates.

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Applicants should either write, giving details of their careers to date and qualifications or telephone 01-353 6060 for an application form.

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Interactive Data Corporation is expanding to meet growing demand for its on-line computer and financial services in Europe. Outstanding compensation and growth opportunities await qualified individuals. This position offers total responsibility for servicing clients engaged in program development or investment analysis applications. Applicants must demonstrate proficiency in major programming languages, particularly FORTRAN and COBOL. OS background as well as teaching or marketing experience is desirable. The successful candidate is a self-motivated individual possessing the ability to guide clients in continuing utilisation of Interactive's on-line services.

Applicants are invited to write, giving career and earnings details to: Box F.300, Financial Times, 10, Cannon Street, EC4P 4BY.

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well established, require Registered Representative with proven institutional business, also require junior Registered Representative. Write giving full details, Box A.5086, Financial Times, 10, Cannon Street, EC4P 4BY.

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(Personnel Services Ref: GM27/3491/FT)

The identity of candidates will not be revealed to our clients without prior permission given during a confidential discussion. Please send brief career details, quoting reference number to the address below, or write for an application form, and advise us if you have recently made any other applications.

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Please reply promptly to:

E-SYSTEMS, INC.,
Ave. A. M. Coningham 1, 1050-Brussels.

All replies will be treated confidentially. Interviews are planned.

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GENERAL APPOINTMENTS

APPOINTMENTS WANTED

APPOINTMENTS WANTED

COMPANY NOTICES

ART GALLERIES

LABOUR NEWS

NALGO threatens to ditch social contract

BY OUR LABOUR STAFF

THE GOVERNMENT'S attempt to persuade the unions that there is no other way of conquering inflation than by making the social contract work received a severe snub yesterday from the country's biggest white-collar union.

The rebuff came from the 560,000-strong National and Local Government Officers' Association at its annual conference in Blackpool where nearly 2,000 delegates warmly applauded a fervent plea for wage restraint from Mrs. Shirley Williams, Secretary for Prices and Consumer Protection, but then threatened to abandon the social contract.

The *conference decided* overwhelmingly that unless the Government stops cuts in public expenditure immediately the union "must regard the social contract as no longer binding on its members."

This tough policy was further strengthened after the Minister's departure by the approval—contrary to strong advice from the union's national executive—of a call for the use of industrial action, if necessary, in pursuit of the restoration of *spending already cut.*

Earlier, the conference had carried a motion offering conditional support for the social contract, but this cautious approach was then devalued by the hard line on spending cuts.

Mr. Geoffrey Drain, NALGO's general secretary, interpreted the union's new position last night when he said: "We want to continue with the concept of the social contract.

"I am not saying we have opted out of the social contract until we have had an opportunity of arguing this out with the Government but it sharpens our *response.*

"There are more stringent conditions than before and this will be reflected in the way we discuss this question inside the TUC."

Doubts

Despite all the fighting talk in the conference, however, there were *several doubts expressed* from the platform during the social contract debate about NALGO's ability to stage an all-out confrontation with the Government, like the miners or the railway workers.

Next Monday, bargaining is to be resumed on NALGO's claim for an all-round increase of about 35 per cent. against the background of a threatened strike ballot.

Mrs. Williams told the NALGO delegates there was no doubt at all that the "cancer of inflation" at its present level was destroying the U.K.'s currency, its willingness to invest, its savings, and she predicted that if it raged on it would destroy us as a nation.

Putting forward three stark choices, Mrs. Williams rejected mass unemployment and the slashing of public expenditure to the bone as classic cures for inflation and claimed the only way was by trying to restrain both prices and income on the basis of the social contract.

"It is our own self-generated incomes inflation that is the main cause of prices rising at the present time. We must restrict incomes to save our economy and our democracy," *she declared.*

"We must be more courageous in our choice this year than we have been in the past year or so, and many leaders of the trade unions are saying exactly this. It would be far the best answer to the things we want to achieve."

TASS survey shows members have breached pay guidelines

BY OUR LABOUR CORRESPONDENT

THE TECHNICAL and supervisory section (TASS) of the Amalgamated Union of Engineering Workers, among the most *vociferous opponents of the* social contract, won increases averaging between 23 and 29½ per cent. in the 12 months to January this year.

This level, revealed in a TASS survey published yesterday, *shows that the* 137,000 TASS members, on average, breached the social contract wage guidelines which at that time would have allowed increases of about 20 per cent.

But announcing the findings of *their annual salaries survey* for the first time yesterday, TASS officials were somewhat dissapointed with their performance. They maintained that if tax is taken into account they had only just about kept in line with the increased cost of living during the period.

At £54.94 the average salary for a draughtsmen aged 30 years and over, including cost of living threshold payments, increased by 23.1 per cent, or just over £10 a week over the year to January 1975. During the same period the salary for 20-year-old draughtsmen rose by 29.5 per cent. to £41.00, further evidence of a recent trend towards higher increase for the younger members.

But the survey shows that *fewer younger people are* joining their sector of industry and TASS warns that improved pay and conditions at the lower and *indeed the top end of the salary* scales, will be necessary if the *engineering industry wants to* maintain its design and development departments.

TASS's detailed salaries survey, which has been produced annually since 1923, is based on returns from 80,000 of the *union's members. Normally* produced solely for the use of the union's negotiators it is being offered for sale to other interested parties for the first time.

Figures thrown up by this *year's survey include a £12.59 a* week disparity between the salaries of male and female TASS clerical members and the surprising evidence that Manchester, one of the country's main general engineering industry *areas, is among the lowest* paid areas for TASS members. Only East Anglia pays less. At the other end of the scale TASS salaries in the East London area are far in excess of other parts of the country, mainly due to *Ford Motor at Dagenham*, while the runner-up in the pay stakes is the traditionally highly-paid Coventry area.

Wilson may set tone for NUM debate on wages

BY JOHN WYLES, LABOUR REPORTER

THE PRIME Minister is expected to make a keynote speech to the National Union of Mineworkers annual conference next month in advance of a crucial debate on demands for pay rises leading to a £100-a-week wage for miners.

Mr. Wilson heads a list of guest speakers at the conference, which includes Sir Derek Ezra, chairman of the National Coal *Board. Mr. Bill Simpson, chairman* of the Health and Safety Commission and Mrs. Marie Patterson, this year's chairman of the TUC.

If he touches on wages policy, the Prime Minister may well influence the tone of the *NUM's* key wages debate, which will be preceded by the usual political in-fighting between moderates and left-wingers.

The battle ground for the left-right struggle will be the resolution tabled by Mr. Arthur Scargill's left-wing Yorkshire area which calls for across the board rises *of £39-a-week to establish* the £100-a-week coalface worker. Yorkshire wants the rises paid from *November 1*, eight months after the previous miners' deal, and its motion instructs the national executive to consult the members about industrial action if the claim is given an unsatisfactory reply.

NUM moderates are prepared to accept £100-a-week as a long term *objective* but will argue that the Yorkshire pay strategy will exhaust reserves of public sympathy for the miners. Instead they will press for adoption of *a resolution without pay figures* but calling for parity between the face workers and the colliery deputy who currently enjoys a 10 per cent. differential.

Mr. Scargill will also make his presence felt at the national conference *by pressing for a* change in the NUM's rules which would force all national and area officials to stand for re-election after five years in office. At the moment all officials hold office from their election *until retiring at 65.*

Strikers have to forfeit social security payments

BY CHRISTIAN TYLER, LABOUR STAFF

SOCIAL SECURITY payments to a number of workers involved in a strike at two factories of International Computers have been deducted from their wage packets on their return without their consent, according to the Amalgamated Union of Engineering Workers.

Such deductions are permitted *in certain circumstances under* the 1971 Social Security Act, but union officials say this is the first time they have seen it done and are calling for that section of the Act, passed under the Conservatives, to be repealed.

The union's national executive is raising the matter with Mrs. Barbara Castle, Social Services Secretary, with Labour MPs and the TUC.

The allegation follows a 10-day strike involving about 1,800 workers at the West Gorton and Duckingfield factories of ICL near Manchester. The cause of the dispute, a complicated argument about the role of supervisors and installation of computers, was apparently being discussed at the offices of the Engineering Employers' Federation in London yesterday.

According to the union, the *initiative for claiming repayment* came from several local social security offices acting together, *who notified ICL of their duty to* pay back the money.

The money in question would *appear to be "loans" to some* of the workers to tide them over while they were waiting for their first wage packet after returning to work. The Act does not allow the later deduction of benefit paid while workers are still out on strike.

Glasgow steel plant closures plea

BY OUR GLASGOW CORRESPONDENT

THE GENERAL Council of the Scottish TUC decided yesterday to ask the Department of Industry to prevent the feared rundown of the century-old, privately-owned steelworks of William Beardmore and Co., at Parkhead. *Glasgow. They want the idea of* a BSC takeover of the plant considered.

Mr. James Milne, general secretarydesignate of the STUC, said the General Council was very concerned at proposed developments at Beardmore's, which seemed to indicate the eventual closure of the plant.

Earlier yesterday a Beardmore spokesman said it was intended to close down the outdated melting shop, the 100-year-old cogging mill and the old 4,000-ton press *which could affect up to 500 of* the company's 1,200 labour force. He emphasised that it would be a gradual phasing-out operation and at least three months before it was put into effect.

The purpose of the operation *was to strengthen those parts of* the works which were viable, the company said.

IN BRIEF

Navy cuts

Work halted at Portsmouth naval base yesterday, when most of the 8,00 0industrial staff staged a 24-hour protest at alleged delays in national pay talks, based for the first time on comparison with outside rates.

New attempt to find Ford peace formula

BY ROY ROGERS, LABOUR CORRESPONDENT

FORD management and local union officials meet to-day in a bid to agree a return to work formula for the seven-week-old manning strike at Dagenham. The stoppage has halted car production there with the loss of 16.500 vehicles worth some £33m. retail.

The meeting, set up after several days of behind-the-scenes communications, indicates that both sides are now in a position *to compromise on what had* seemed an intractable problem.

The dispute began when management decided to reduce the number of doorhangers in the Dagenham body plant from 26 to 18 a shift.

Doorhangers and fenderfiters, 80 in all, went on strike, refusing to return except on the old manning levels. Management stood firm on its position that the plant would be reopened only at the reduced manning levels.

Some 5,000 Dagenham body plant workers have been made idle because of the dispute, and yesterday the company's Halewood, Merseyside, transmission plant was hit by a strike of all 275 maintenance workers because some of them have been put on *a three-day week because of the* doorhangers' strike.

A further 2,000 transmission workers were laid off as a result.

Halewood production of Escorts and Capris is not affected by the transmission workers' strike, *which is expected to end on Monday* when all Halewood men will be recalled.

AUEW vote on postal ballot illegal–judge

BY OUR LABOUR STAFF

SUPPORTERS of postal balloting in the Amalgamated Union of Engineering Workers won a victory in the High Court yesterday when the judge awarded injunctions against the union.

Mr. Justice Walton made three decisions in favour of Mr. John Weakley, whose disqualification as a delegate by the *engineering* section's national executive led to a vote to retain postal balloting being reversed last month.

He ruled that Mr. Hugh Scanlon, president of the AUEW, was wrong when he gave his casting vote at a Blackpool rules revision meeting in order to swing the union back to branch *ballots.*

Secondly, he said Mr. Weakley, from South Wales, was fully entitled to vote at the rules revision conference and must be accepted as an accredited delegate at the union's national con*ference at Hastings on Monday.*

Thereby, the postal system due to be replaced on January 1, must remain at least until a full trial of the case.

Temporary

The injunctions are temporary because of the imminence of the national conference next week, but will be enforced unless any last-minute appeal is lodged against them.

Mr. Justice Walton *also said* that Mr. Graham Healey, a second disqualified delegate not represented in the case, had been wrongly excluded from the rules revision conference. An application for Mr. Healey's re-*instatement will be heard to-day.*

He held that the South Wales divisional meeting last January which had nominated Mr. Healey and Mr. Weakley, as well as two other provisional delegates, to the rules revision conference, was fully entitled to do so. It was only through an oversight that Mr. Healey had not been re-elected seven days earlier as district president, and he still held that office.

It was accepted that another delegate, Mr. Glyn Weeks, had not been in the union for the full qualifying period, but this was not enough to invalidate the meeting which elected Mr. Healey and Mr. Weakley whose presence at the Blackpool conference had been challenged.

It was their absence, after efforts to scrap the postal ballot *system had been rejected by* 27-25, that led to the controversial 25-25 tied vote.

Dealing with the casting vote which Mr. Scanlon then exercised, the judge said that Mr. Peter Pain, QC, counsel for Mr. *Weakley, was completely justified* in submitting that Mr. Scanlon as president had no casting vote.

The judge went on: "The rules, which show that only divisional delegates alone may vote, make this clear in simple, ordi*nary, words which do not need* a genius of a parliamentary draughtsman to make plain.

"The executive council was also wrong in disenfranchising the whole of the South Wales division on a barrack-room law*yer's quibble without making* a full investigation into voting figures that had applied when it elected its delegates. Their action was too drastic."

The judge indicated that he was making his orders without *any prejudice* to what might happen at future court hearings when fuller evidence can be presented.

FINANCIAL TIMES SURVEY

Thursday June 12 1975

Incentive Marketing

Incentive marketing is an arm of sales promotion which at times waves a bewildering array of inducements at the housewife on her shopping round. Last year's industrial slow-down did not provide the happiest of worlds for coupons, give-aways, trading stamps and so on, but the outlook now seems brighter.

Hoping the worst is over

THE COMPANIES, from the largest in the land to the one-man bands, which are involved in one or more of the myriad activities covered by the loose term incentive marketing, are in a state of exceptional bewilderment, unusual even for what has always been an amorphous and fluid industry. Undoubtedly 1974 was a dreadful year for incentive marketing—what figures there are available say so.

According to MS Surveys, which each month monitors the number of sales promotions (a major aspect of incentive marketing), there was a 22.2 per cent. fall in the promotions offered to consumers as an incentive to buy last year. In total less than 8,500 were recorded. What with packaging and product shortages there was no point in manufacturers trying to stimulate demand which could scarcely be met with no sales promotions.

In addition, manufacturing had become such a short-term activity, with no great certainty about what would happen in the future, that planning promotions, with inevitably long lead times, was a futile exercise. Only in the last few months have the after-effects of the three-day week faded—and produced a new situation which could benefit incentive marketing.

And this is why the sales promotion side of the industry is rather bewildered. For on the surface display advertising, which is designed to build up a long-term image for a brand, has suffered more from the hand-to-mouth nature of contemporary business than promotions, which are usually intended to provide a short-term boost to sales.

Shopping

Marketing managers are taking a greater interest than ever in promotions which can stimulate consumer sales that are becoming harder to guarantee in the changing shopping world. By using promotions to hit higher sales targets there is a chance that a brand's turnover will rise and profits stay on target, and any marketing budgets at the moment have a much greater bias towards below-the-line promotions than would have been the case five years ago.

On the other hand there are the companies that have trimmed down all marketing expenses and there are the other companies that have decided, as ever, that the most effective form of promotion is the price deal with a big multiple chain. This is undoubtedly a type of promotion, but to put into action it does not need the expert advice of one of the hundred or so promotions' companies which have been set up to service with ideas, gifts, and organisational skills the below-the-line needs of manufacturers. So in the jungle some operators are very busy while many are suffering, along with the other service organisations.

The Harris International Sales Promotion Index, which has played a major role in creating an incentives industry by defining markets and asking customers what they think of promotions, estimates that last year the cost of price cuts to manufacturers was £350m., making it by far the biggest sector of a below-the-line industry HIM placed at £645m., about the same as display advertising.

Ironically HIM's research suggests that housewives are suspicious of price cuts and find them confusing, and the research company is trying to persuade retailers and manufacturers to co-operate on more creative kinds of incentive favoured by the consumer and yet giving more of a plus to the givers—sales promotions in fact which carry an image boost for the product and the store where it was bought.

But in 1975 the price cut will still predominate. In the U.S. one challenger could be the reduced price coupon. Coupons have made great impact recently, with 90 per cent. of housewives admitting to having used them. Couponing is also receiving attention in the U.K., and Nielsen, which has set up a subsidiary to process coupons for manufacturers, expects to handle 175m. this year. Also in the U.S. Bonus Gifts, a scheme whereby the purchaser of certain brands gets points building up for trading stamps, has done so well that it has gone national. This idea is being tested by Glendennings in Yorkshire now under the Bonus Money name.

But in the grocery side of incentive marketing, still the biggest though perhaps not the fastest growing, neither Bonus Stamps nor couponing can hope to approach trading stamps in importance. Trading stamps took a knock last year, basically because many petrol stations, their second largest market after grocers, stopped giving stamps as a result of the oil crisis.

Recovery

The turnover of the dominant company, Green Shield, dropped from £47m. in 1973 to £45m. last year. Now things are improving again, and Green Shield plans to reach £48m. in 1975. The 9,500 petrol stations, still offering Green Shield stamps which once provided 40 per cent. of its business, will not recoup all their 5 per cent. decline this year, but inflation, and new stores offering stamps, especially in Scotland and the North, should see a Green Shield recovery, despite the fact that in its new catalogue, which went out two weeks ago, there was on average a 14 per cent. increase in the number of stamps needed to acquire gifts.

Green Shield with 12m. collecting households, maintains the lead usually reserved for an innovating company, but the CWS, since it replaced the traditional dividend with trading stamps in most member co-ops, has virtually caught it up in terms of turnover, and last week's decision by Gateway, the new owners of Pink Stamps to permit collectors to make up half the price difference for gifts with cash could stir up even further what is still the most successful example of incentive marketing in recent years.

Although the grocery store and the petrol station have always provided the most visible manifestations of incentive marketing there are great efforts among practitioners to widen the scope of the industry. Green Shield, for example, has set up a subsidiary to organise incentives for employees, and at last month's Incentives Marketing Exhibition in Brighton the running seemed to come from the companies offering incentives for salesmen rather than for consumers, with travel the top attraction.

The other group getting considerable attention these days is the retailer. More than ever companies are tailoring promotions to particular retail groups rather than dissipating the impact over the country as a whole over the heads of the trade. Only a really big promotion, such as the recent Golden Wonder "Win £20 a week for life" competition, can hope to catch the imagination of the country direct and even here the trade was wooed with a top prize of a golden Ford Capri.

The big promotions require heavy advertising campaigns to get them known and need a total investment well in excess of £100,000. There may be eye-catching competitions in the future, to offer an alternative to a supposedly dreary reality, but they are likely to be very flamboyant. For most companies promotions will be geared to the trade, and valuable resources and time will not be wasted on self-liquidator offers of gifts that few consumers consider worth sending away for.

This will be bad news for all the small premium houses, whose owners comb the world looking for cheap knick knacks to tempt the manufacturers, but the reputation of incentive marketing will not suffer from a weeding out of the purveyors of plastic ducks and shoddy teddys. Already in 1974 self-liquidating offers were down by a third, and retailers, aware that the public can no longer be bothered, also realise that the aim of most self-liquidators is not to dispose of a gift at a cut price, but to get a good display for the manufacturer's brand in the store. Hence the need for retailer involvement in future promotional activity.

If the premium houses stand at one end of the incentive market the specialist promotions companies present a more serious face at the other. Promotions companies tend to come and go and few advertising agencies got over their initial reluctance to harbour alternative users of marketing money in their own financial bosoms. So, unfortunately, there is often a gulf between agencies and promotions companies. Even so Young and Rubican own what is now probably the biggest—GLH—and JWT and Waseys take below-the-line seriously. Other operators such as Marden Kane, Lloyd Peterson, Sales Machine, and the American giant, Glendenning, keep agencies at arm's length.

Some sales promotion companies only offer ideas (since there has been criticism that operators putting together the whole promotion have the opportunity for hefty mark ups from suppliers); the majority reckon that their reputation depends on honest dealings and that only by supplying a complete service can they make themselves useful.

Advertising

There are signs that some sophisticated clients are entering into long-term relationships with promotions companies and using them as regularly as they deal with their advertising agencies. But still in this largely unmapped jungle promotions are regarded as temporary tactical weapons employed occasionally to give salesmen something to talk about or to clear out slow-moving stock. Sales promotion as an integral part of the marketing image of a company is the ideal but an ideal often lost sight of among the mass of self-liquidators, free mail-ins, in-pack give-aways, coupons and the rest.

Antony Thorncroft

Ways to encourge the employee

LAST YEAR the Esso Petroleum Company won an award which is rapidly gaining a lot of standing in the industrial world—the Earle Trophy, awarded each year to the company making the most outstanding long-term improvements to its safety record. And it won it at a time when hardly a day went by without some newspaper or other headlining the fact that an oilman had plunged to his death during North Sea explorations.

During the last six years Esso has consistently improved its accident record. Between 1968 and 1974 accidents were cut by more than 80 per cent. The following figures tell their own story. They are accidents measured against every 100,000 man hours worked:

1968, 21.20; 1969, 17.00; 1970, 12.82; 1971, 6.63; 1972, 6.03; 1973, 4.82; 1974, 4.05.

Accidents

The improvement dates back to the time when E. F. MacDonald, the incentives' firm, drew up a scheme whereby increasingly large numbers of points were awarded to crews, the longer they worked together without accident. These were then redeemable against items ranging from stainless steel fishing rods to luxury holidays in Caracas. Since then Esso has adopted similar systems to reduce truck accidents and to stop petrol pump attendants from spilling petrol. In both cases the savings have been just as dramatic as with the oil-rig experiment. Truck accidents are now practically negligible and spillages have been reduced by 72.3 per cent.

Esso's experience may not be general as yet but it shows that incentives are being used to solve much wider-ranging industry problems than they were a few years ago when salesmen were about the only employees to be motivated in this way. Nowadays incentives are being used to cut absenteeism, improve quality control and safety, increase production, persuade employees to stay with their companies longer and boost the inflow into suggestion-scheme boxes. Kimberley-Clarke, the Kent-based paper company, has even pioneered a points programme designed to prevent its large female work force from leaving the mill during the summer months for the open-air life of apple and strawberry picking.

At the same time there are signs that the major oil companies are beginning to relax the hard line they have taken on all forms of promotion since oil prices shot up last year. One of the first signs is a new scheme designed by the Green Shield Stamps subsidiary, Performance Awards, for Texaco. This is based on the card game "Pontoon" and is aimed at boosting sales of oil. For each pint of oil an attendant sells he or she picks a pontoon ticket and wins anything from 40 to 1,280 Green Shield stamps. Of particular interest is the fact that Texaco is actually selling the deal to petrol stations, not, as is usual, providing it free of charge. It costs stations £30 a time which includes a special wall chart, 200 prize pontoon tickets, thousands of Green Shield vouchers and leaflets on how to play the game. If Texaco had paid the bill it could have come to anything up to £50,000. If the scheme goes as well as Texaco hopes it will, the next move could be to devise something similar to boost the sales of tyres, batteries and accessories, one of the most profitable sides of the service station business.

The design of incentives' schemes—and many others like them—are not as straightforward as they seem. The specialist companies may once have been able to produce schemes in a couple of days but that is no longer the case. It is no longer sufficient for them simply to supply the merchandise. Nowadays in-depth interviews are carried out, by trained psychologists, with a wide section of those employees at whom the schemes are aimed. The idea is to discover where they go for their annual holidays, where they would like to go, what they consider as the best perks, whether or not they think they are well paid, etc. Only after the results have been fully analysed do the incentives houses start to draw up programmes designed to motivate employees in the most effective way.

Campaign

This was certainly the case with a scheme developed by Polaroid for spark plug manufacturer, A.C. Delco, whereby retailers got Polaroid Super Swingers at vastly reduced prices for selling so many new spark plugs during a given period. Initially, the company ordered 6,500 cameras for a four-week incentive campaign but the whole thing was so successful the company had to place two further large orders within the first ten days. As for the outcome, sales of spark plugs rose by fractionally over 100 per cent.

No one is absolutely certain just how much is currently being spent on motivating employees in this way but between £15m. and £20m. seems to be the general estimate. But that does not include travel which, largely due to rocketing prices of family holidays, is rapidly becoming the most popular form of incentive in Britain.

Last year U.S. companies

CONTINUED ON PAGE III

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NOW! Sinclair pocket calculators at lowest prices ever!

A million pockets can't be wrong
In March 1975, the millionth Sinclair pocket calculator slipped into somebody's pocket.

What makes *pocket* calculators so special? And why Sinclair? Here's the way we see it.

What is a pocket calculator, anyway?
A calculator that makes no compromises on functions, yet at the same time not only *fits* a pocket, but can actually *live* there. That means small and light, but still easy to use. And it means complete independence of external power.

Is there any point in it?
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Does it matter which pocket calculator?
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So why Sinclair?
Because no other maker offers such a wide range of genuinely pocketable calculators. Because no other pocket calculators offer better value. Because, regardless of range and price, each Sinclair calculator is brilliantly designed and miniaturised, and very well made. Because Sinclair offer a year's truly no-quibble guarantee.

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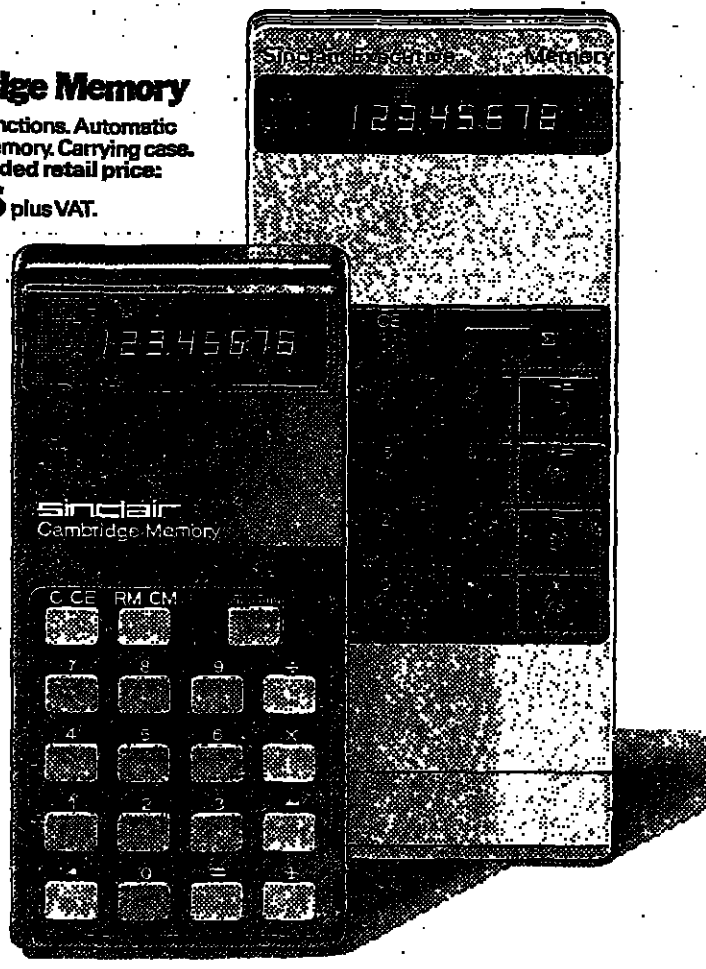

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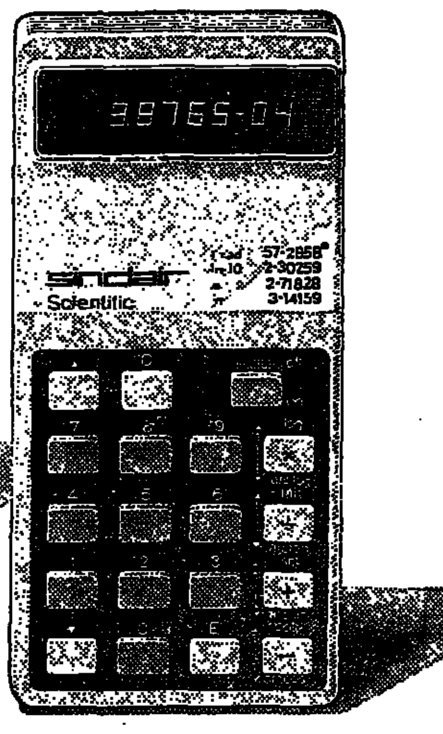

NEW! The Sinclair Oxfords at prices to match.

These are new.

They're the Sinclair Oxfords – not pocket calculators, but mains/battery portables.

They're designed to sit on your desk and work on the mains all day. (There's a neat Sinclair mains adaptor available as an optional extra. It costs £2.95 + VAT.)

Or they fit companionably into your briefcase and give you weeks of *normal use* on a cheap 9-volt battery.

They've got good big keys … angled displays … rubber feet … and a bit of weight and substance – all the things a mains/battery calculator needs.

Sinclair are Europe's largest calculator manufacturers. In the Oxford range, we've taken everything we know and presented it in three handsome, robust packages.

First, there's the Oxford 100. It's a classic 8-digit, 4-function calculator, made a little special by its unusually powerful constant. The Oxford 200 adds a memory and an automatic % key – an extremely useful facility for anybody handling VAT, mark-ups, discounts, or similar calculations.

The Oxford 300 is different. It offers an exceptional array of sophisticated scientific functions, and is one of the very few genuine scientific portables on the market.

All three machines will work with the Sinclair mains adaptor. All three are supplied with 9-volt batteries and full instructions.

All three are covered by Sinclair's no-quibble one-year guarantee. If you buy a calculator from an unknown manufacturer, you may find it very difficult to get service or repairs – or a replacement if the calculator stops working.

Alongside, we've spelt out in detail what they do. As you see, they offer even more than the Sinclair pocket calculators.

Yet they start at the same price: £12.95, plus VAT – and no other range by a reputable maker can beat them for value.

Where to find your Sinclair calculators
Currys, Dixons, Green's Leisure Centres, Henry's Laskys, Lizars (Scotland), Ryman, J & F Stone, Underwoods; larger branches of Boots and Debenhams; Harrods, Lewis's, Selfridges; and other good stores everywhere.

In case of difficulty, send a cheque of your Access or Barclaycard number direct to Sinclair. We'll despatch a calculator direct to you. 14-day money-back undertaking, of course.

Mains/battery option
All Oxfords supplied with free *standard 9 V battery. Optional* mains adaptor available.
Recommended retail price:
£2.95 plus VAT.

Oxford 100

Four function portable calculator

Display
Eight digits; floating decimal point; unwanted zeros suppressed. Angled and enlarged for easy reading on a desk.

Four functions
Adds, subtracts, multiplies, divides.

Algebraic logic
Enter calculations exactly as written.

K constant
Powerful constant on all four functions acts as limited memory.

CE key
Clears incorrect entry – number or operator.

Mains/battery option
Operates for weeks on readily-available 9 V battery (supplied with calculator); or indefinitely on mains power using optional Sinclair mains adaptor.

Easy to operate
Rubber feet and click-action keys encourage accurate, one-hand desk use.

Size
6" x 2⅞" x 1¼". Weight without battery: 5 oz.

Recommended retail price:
£12.95 plus VAT.

Oxford 200

Five function portable calculator with memory

Display
Eight digits; floating decimal point; unwanted zeros suppressed. Angled for easy reading on a desk.

Five functions
Adds, subtracts, multiplies, divides, plus automatic % key.

Algebraic logic
Enter calculations exactly as written.

Automatic constant
Operates on all four arithmetic functions.

Memory
Full five-function memory facility adds display to memory, subtracts display from memory, exchanges memory and display, recalls memory, clears memory.

Mains/battery option
*Weeks of normal use on readily-*available 9 V battery (supplied with calculator); or operates indefinitely on mains power using optional mains adaptor.

Easy to operate
Rubber feet and click-action keys encourage accurate one-hand desk use.

Size
6" x 2⅞" x 1¼". Weight without battery: 5 oz.

Recommended retail price:
£19.95 plus VAT.

Oxford 300

Advanced scientific calculator
Primarily designed as a full scientific machine, the Oxford 300 is also a very powerful calculator for normal commercial use. Used as a general-purpose calculator, it handles numbers up to 100 million in normal (floating-point) notation – switching automatically to scientific notation for even larger numbers. The user can override the machine to change notation at any time.

Combined with algebraic logic, convenience functions ($\sqrt{x}$, π, $1/x$), memory and constant, this feature provides exceptional capability for normal mathematical calculations.

The addition of log and trig *functions* makes the Oxford 300 one of the very few genuine scientific portables on the market.

Format
Basic format (size, weight, number of keys, number of digits, battery/mains *option) as Oxford 100 and Oxford 200.*

Four arithmetic functions.

Full five-function memory facility *adds display to memory, subtracts* display from memory, exchanges memory and display, recalls memory, clears memory.

Automatic constant on arithmetic functions.

Convenience functions
$\sqrt{x}$ π $1/x$

Logs base e and e^x.

Trig functions

Sin and arcsine. Cosine and arccosine. Tangent and arctangent.	Operating in degrees or radians, switchable.

Recommended retail price:
£29.95 plus VAT.

1975
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Gradual return of the premium offer

In the early days of premium offers, back in the sixties, the free plastic daffodil with the soap powder made its appearance and gradually became an object of mockery. Premiums have developed greatly since then . . . but when the next bulb season begins one premium house is ready to offer *fresh* daffodils with the soap powder.

LAST YEAR was not a good year for those concerned in the premium business whether as suppliers, organisers, users or consumers. The rise in petrol costs and the time when petrol was on allocation to the garages induced a severe decline in a once very active area. And in the grocery trade there was a decline, some would say by as much as 15 per cent., in all forms of promotions owing to the irregularity of supply of many products whether due to shortages or panics.

But the first months of 1975 have seen a gradual return of the premium offer though it is unlikely that it will come back in the same form as before. There are two factors at work which are likely to change the face of premium offers, the trade suggests, and inflation is the common parent to both. They are the fall in the real purchasing power of the housewife's budget (or anyone else's for that matter) and the increased cost of distribution of premiums by mail.

However the types of premium offer most commonly used are still largely the same. One of the simplest forms of premium in the grocery trade is probably the use of special packaging for the product itself, instant coffee in a screw-top jar, or honey in a drinking glass. This is something that the glass container manufacturers, such as United Glass—which had done a lot of research into housewife's attitudes to glass packaging — are pushing very hard.

Plastic

Two other fairly simple forms of premium offer are also associated with the packaging. The first is the in-pack offer that is supposed to be so popular with children. In every packet of their cornflakes is some small object, a plastic racing car or a bag with a couple of stamps. Often some element of collection forming is used to encourage continued purchase of the same brand of cornflakes.

Breakfast cereal products also frequently use the on-pack offer form of premium, a spoon or something taped to the actual pack. None of the above three ways of presenting premium offer to the consumer is likely to cause the retailer great inconvenience. They do not disturb his usual shelf displays too much and are unlikely to cause any more stocking problems than normally associated with a product that is being heavily promoted.

The retailer has to be wooed as well as the housewife when it is a question of stocking a product in addition to the one offering the premium, the buy-one, take-one, type of premium offer. But at least one specialist premium house, Mardon-Kane U.K., believes that this may be a boom area in the course of this year.

But the type of grocery premium offer that is likely to see the greatest change is the printed on-pack offer whether it be a free mail-in or a self-liquidator. (A self-liquidating promotion is one that pays for itself, the consumer sends in a certain amount of money for an object which is offered to him at a discount and this covers the manufacturer's promotion costs.) The rise of the discount houses and the drastic increase in postal costs are the two factors most likely to influence the nature of this type of premium offer.

On garage forecourts the premium offer has not really changed though it is mostly tied to oil now rather than to petrol as in the days when petrol could be bought for less than 50p a gallon. Neither Shell nor BP have actively used premium offers to promote their petrol brands over the past two years in any national campaign. The decision to stop using premiums with petrol arose during 1973 when, in the words of one petrol marketing man, "the whole thing had become too much of a jamboree." As the price of petrol has soared it would seem less than tactful to offer motorists free products when they purchase it.

Support

However the individual dealers still like to use the occasional premium offer in which case the petrol supplier, be it Shell, National Benzole or BP, will offer assistance. "We are now trying to give maximum support locally," National Benzole confirms. The problem for the garages is to recover some of the business that they have lost to the motoring shops, the sale of oil by these shops is one special area where the garages are trying to fight back.

"We are very interested in getting at the motorist who buys oil to take home" BP observes and Shell, too, confirms that it is trying in the occasional premium offer to sales of lubricating oil in selected areas of the country. BP currently is offering oil buying motorists the opportunity to buy a poach and fry pan at virtually half price. Its promotions commonly last for a quarter.

National Benzole is currently running quite a heavy merchandising campaign in order to help dealers boost forecourt takings. The goods are such things as tights, socks, lighters or products more associated with cars (Shell has offered a hand lamp with one gallon of its super multi grade oil). As the holiday seasons arrive, products associated with leisure — beach balls, picnic equipment — is likely to feature.

Just as various value offers—usually coupons offering introductory prices or money off—have been popular in the first months of this year, the premium offer trade reckon that value rather than say novelty, will be the yardstick housewives use to judge premium offers. But, just like the housewife, the promoters are suffering from a drop in the purchasing value of their premium offer budgets. And, as Graham Morse of Mardon Kane points out, they are also suffering from the advance of the discount stores which may be able to undercut even premium offer prices on certain products.

The inevitable result is that the promoters are going to have to be increasingly selective about the goods used for either free mail in offers or self-liquidating promotions. And this in turn inevitably entails more business for the specialist premium houses such as Trafalgar Promotions which has just been appointed by Hoover as one of the official stockists of its products in addition to its existing agencies for Hitachi, Reeves Paints and others. The skill of the premium house in buying—Mardon Kane has two world travelling buyers—will be a large determinant of the success of the promotion.

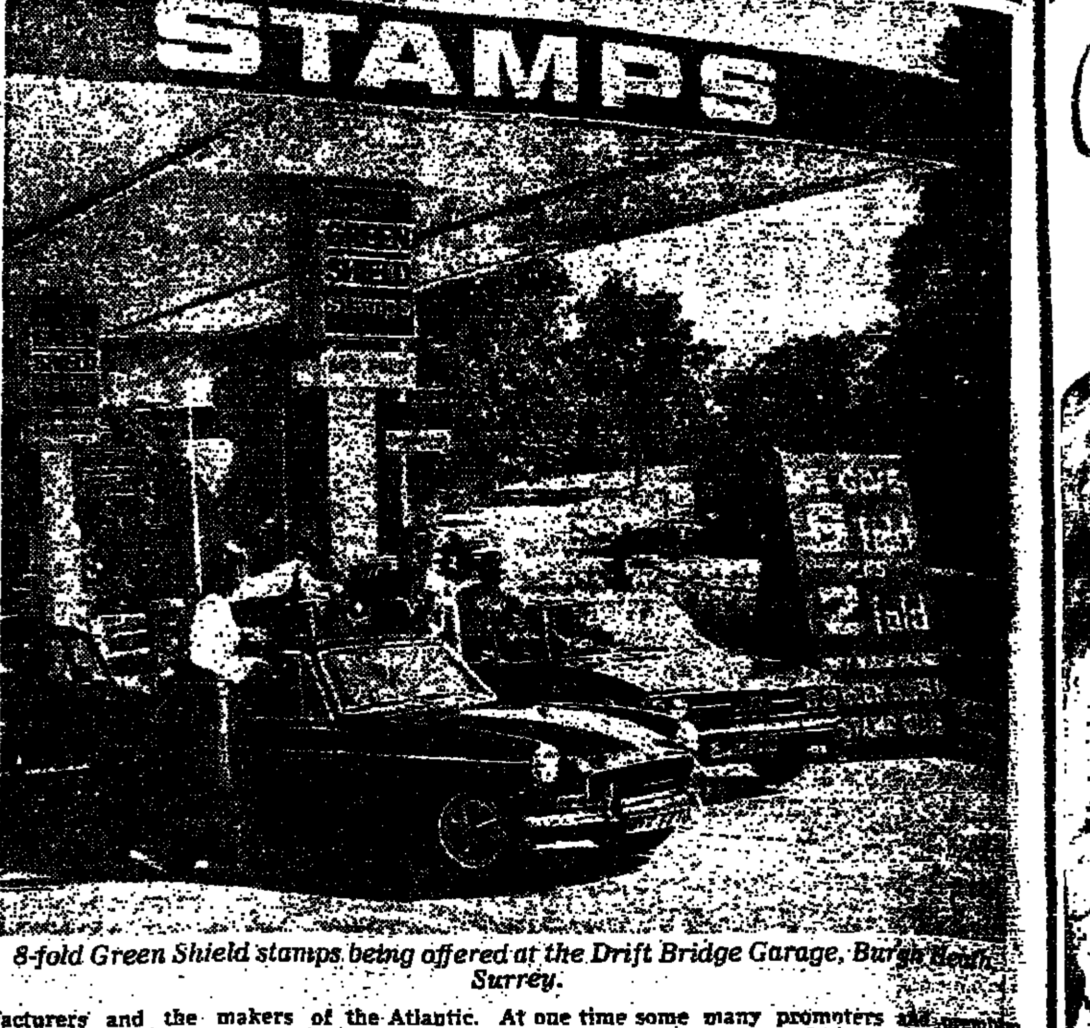
It will be interesting to see how the users of premium offers which need to be mailed will react to the increased cost of postage. Postage can account for as much as a quarter of the promotional budget and it is difficult to think of ways of not using the post office without bringing in yet another party, say a coupon redemption house, into the equation. Virtually the only promoter for whom this is not going to be a problem are the dairy companies who have a ready built delivery fleet.

The range of possible goods to be used as premium offers has just received an interesting extension, the Readers Digest with its massive publishing and record sales has just officially entered the market. The possible permutations of its stock of editorial material, alone, seem endless.

What the premium houses themselves are still waiting for is an extension to the range of their clients. Recent additions have been cooker manufacturers and the makers of lawn mowers, Graham Morse of Mardon Kane points out. What would please the premium house most is if the financial institutions came into the market in the way that the banks did, to name just one example, on the other side of the Atlantic. At one time some of the U.S. banks were competing quite vigorously for accounts with offers of all kinds of consumer goods whose connection with banking was tenuous to say the least.

If the rate of inflation continues on its present course many promoters and premium houses reckon that the premium offer will rapidly make up ground lost last year. The theory is simple, as inflation increases, people will prefer goods as cash becomes less and less useful.

Doina Thomas



8-fold Green Shield stamps being offered at the Drift Bridge Garage, Burgh Heath, Surrey.

Supplying the merchandise

THE OFFICE of Fair Trading, together with the hundreds of consumer bodies throughout Britain, is getting increasingly concerned about companies which advertise premiums as being free and then add, in the very smallest possible lettering, "plus postage and packing." Giant packaged-goods firms could easily get away with this practice 12 months ago: after all, not even the most militant consumer organisation wanted to quibble over a few pence. But with the recent massive jump in postal rates—now postage and packing often cost more than the products themselves—that has all changed and it could be that the OFT may soon force companies to stop this practice altogether. In which case premiums' promotions will cost companies considerably more than they do at the moment. That, or the number of premiums on offer with everything from cornflakes to chocolates, will fall that little bit further.

Forecast

The truth is that the whole promotions business has taken a tremendous battering during the past 12 months—only the really good premiums' houses are still in business—and the prospects for the past six months of 1975 are not any brighter, either. M. S. Surveys, accused of being a gloomy forecaster at the best of times, predicted a 10 per cent. drop in 1974 and was more than 10 per cent. out. Sales dropped by 22.2 per cent. The forecast for 1975 cannot make the premium houses any happier. According to Roy Martin, boss of M.S. Surveys, the biggest drop will be in self-liquidators, free mail-ins and in-pack giveaways.

The reasons for the decline are simple enough. Once upon a time retailers would be quite happy to choke their shelves with hundreds of premium offers provided that they created plenty of in-store activity. These days the promotional policies are much stricter and are laid down at head office so that a consistent image is kept throughout the stores. In addition, the new postal rates have made it practically impossible to offer some of the less expensive items as premiums.

But, ironically enough, there aren't any signs that the premium houses are losing interest. The market may have dwindled but there's still plenty of interest in what business is left. Big names such as W. H. Smith, Imperial Typewriters, Pye of Cambridge, the Ross Group, Sheaffer, Rosenthal, Pan Books, Curran Cookware, Tower Housewares, Cross, Paper Mate, EMI, Kenwood, Industrial Gifts and Polaroid are setting up, and expanding, premiums' sections about as fast as they can go. Proof of continued interest is shown by the fact that there have been two major premiums' exhibitions — one in London, the other in Brighton — during the last few months: and both of them were booked to near-capacity by premium houses keen to get a bigger and more lucrative slice of a dwindling market.

Playing Cards Publicity is a good example. It has recently engineered a new lease of life for itself by introducing jigsaw puzzles with company logos painted on them. The chief plus of puzzles is that they are light, easy to send by post and fit neatly into flat packs. The same applies to W. H. Smith which has recently clinched deals with the Milk Marketing Board, British Airways, Findus and Boots.

Many of the more experienced premium users are turning to books us a means of encouraging sales. They are being used more and more by premiums' houses partly because of their wide price range and partly because of the facility of always being able to find a book relevant to any product category. Certainly WHS for one, is staking its faith on tailoring premiums to the products being sold: like gardening books to promote garden tools and fancy cook books alongside new freezers.

Telephone

The same sort of originality is being shown by the London-based Darpex Manufacturing who is actively promoting its Telephone Companion, this year's BAGDA "Gift of the Year" Award winner. It is simply a message pad that fits onto a standard telephone dial and stays there until it is physically torn away.

Many premiums' houses are seeing the way out of the present impasse by staking their faith in the North American pattern of using more and more electrical and electronic goods. Indeed, many houses are now actually specialising in electronics' premiums. In the U.S., for instance, small pocket calculators have massive appeal with housewives who use them in supermarkets, first to keep a running check on how much they are spending, and second to make sure they are not overcharged at the checkout. Robert Stein of Bishops Stortford-based Four Counties Business Machines Ltd., who has just returned from a visit to New York's Premium Fair, reckons that calculators could take off in this country as premium offers, too. Stein already has a long list of novel electronic goods—they include electronic watches, calculators, digital clocks, desk thermometers and electronic cheque books—which he is energetically promoting to, among others, packaged-goods firms.

Maurice Hecker, sales director of Prestige, one of Britain's biggest premiums' houses, agrees with Stein. Prestige may have a long list of standard items such as ball-point pens and non-stick frying pans, but it is the more novel items in which many premium houses see their future. "If you're going to survive and prosper in this business," says Hecker, "you need to be at least half-a-dozen steps ahead of the competition." Which often means a lot of travelling for executives of premiums' houses. In Switzerland Hecker found desk barometers, clocks and thermometers in matching cases. And sometime later even began supplying cheese choppers as premiums for the Swiss Cheese Union. From Taiwan Prestige has started buying wooden items like date-stands, puzzles and magnetic chess-sets to cash in on the chess boom.

Premium houses increasingly live by their wits. A little while ago Prestige found a particularly interesting do-it-yourself item in Germany called the "Supertool." Trouble was it cost nearly £4. Through a U.S. company Prestige eventually got the thing manufactured in the Far East for less than £1. More recently the company has negotiated a similar deal, this time with a firm in Sheffield.

In this respect at least, the present lean times could prove to be a blessing in disguise. While many premiums' houses have been forced to pack up shop and turn their efforts to some other form of business, others have made the grade by dreaming up new ideas.

It is all very obvious and makes a lot of sense until one talks to someone like Robert Spill, boss of the Tate and Lyle promotions' subsidiary at Oxted in Surrey. The sugar company went into the promotions' business four years ago when it decided to use its packs as an advertising and promotional medium.

Such has been its success in making premium offers on the back of its packs that Tate and Lyle now has its own premium catalogue operation. "We have looked at thousands of products in our time but invariably we come back to a mere handful, none of which are the slightest bit original—knives, bowls, tights. You see, if the demand is there it would be foolish to ignore it. Even if some might accuse us of not being very creative."

Tony Dakin

Employee

CONTINUED FROM PAGE ONE

offered a record $500m. in free holidays to encourage that little bit of extra effort from staff. And the fact that they are regularly increasing the incentives by over 20 per cent. a year is evidence that it is working. In Britain about £20m. was spent in 1974, nearly one-quarter more than in 1973. Gillette, Ovaltine, Cadbury-Schweppes, Trebor Sharp and Audi have all recently taken employees, retailers and distributors to some exotic island or other. And firms like Rank Xerox, British Leyland, Lever Brothers, Colgate Palmolive and Burroughs are all very much involved.

One of the main attractions, of course, is that the holidays can be so arranged as to escape tax. This is normally done by setting aside a certain number of hours to discuss business, for instance by organising a mini-conference. And, as with all forms of incentive, the chief attraction is that they pay for themselves through increased production on the shop floor, increased sales in the shops and through increased sales to the general public. The philosophy, as with all self-liquidating offers, is simple—no sales increase, no holiday.

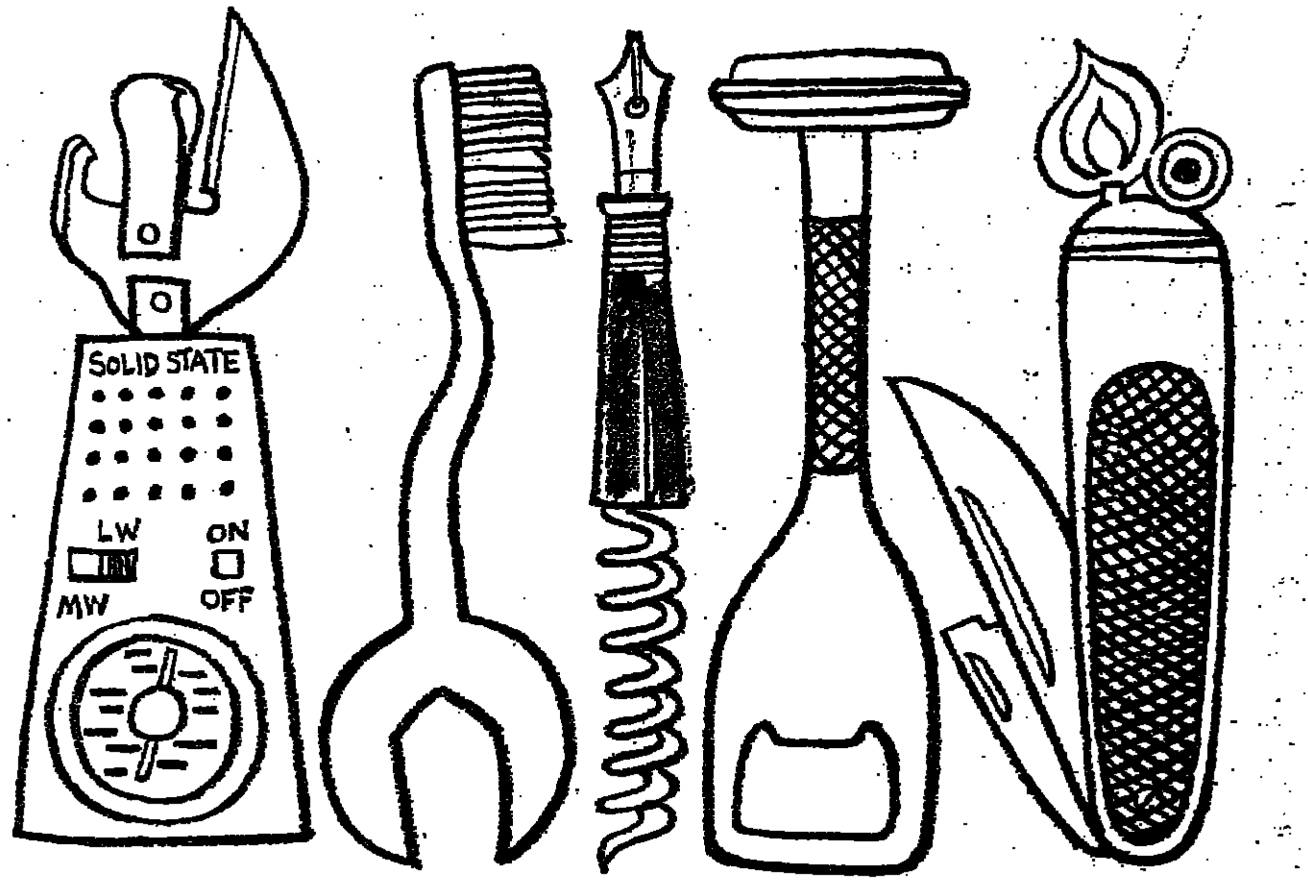
Travel

Debenhams run incentive schemes to encourage a higher standard of service throughout its stores. Assistants are awarded points which can be taken in goods or in travel prizes. Last Christmas the group ran a scheme, the outcome of which was that a plane-load of shop assistants enjoyed a trip to the Jamaican sunshine, all expenses paid.

Incentive Awards, a subsidiary of Sperry and Hutchinson, did something similar for the Ford Motor Company, encouraging dealers to sell more cars. The result was a big boost in sales and a five-day trip to the Californian sunshine for 75 dealers and their wives.

Thomson Holidays, who already arrange incentives' packages for a large number of companies, is currently in the process of organising a scheme for one of its sister companies—Thomson Regional Newspapers. TRN is responsible for publishing dozens of newspapers at 15 centres throughout the U.K. and, because of its huge fleet of cars, has become increasingly concerned about the high costs of motor reairs. The plan is to devise a holiday incentive scheme whereby the drivers recording the lowest accidents during a given period will be awarded certain numbers of points which will then be redeemable against any one of Thomson's holidays. Thomson will be anxious to prove that its own medicine works.

Tony Dakin



Consumer competitions on the decline

Exclusive special offer at Boots by Revlon.

"THERE'S NO point in offering anyone a Rolls-Royce these days unless they can rush round the corner and sell it. What they want are holidays and hard cash—in that order" says Roy Martin, promotional director of M.S. Surveys, one of the leaders in below-the-line promotional world.

Despite these words the contest which has caught everyone's imagination—some rival promotional managers even admit to entering it—is Martini's eye-catching contest with its mouth-watering prizes including a Piper Cherokee Warrior aircraft, a power cruiser and a Lamborghini Urraco. National competitions like this one don't leave much change from a £100,000 promotional budget, and consequently are thin on the ground. Although research by Harris International Marketing reveal more people are entering competitions, the number of consumer competitions held every year is on the decline, although tailor-mades are on the up.

M.S. Surveys' figures reveal 676 contests were dreamed up in 1974 as compared to 834 in 1973. In the first quarter of this year 145 competitions were held as against 164 in the corresponding 1974 quarter.

Roy Martin confidently expects increased contest activity in the drinks and confectionery fields "because of the Budget, which Martini clearly anticipated." He also believes competitions are getting more imaginative, but it is hard to see in what way.

"Win Your Crazy Day-Dream," "Pick The Stars," "£5,000 Find The Sun" are typical of the competition headlines which manufacturers hope will stimulate entries. Trips around the world, Caribbean cruises and cash are still the prime favourites with consumer and trade alike. Martini are offering eight-day holidays in Sorrento for the licensed trade to coincide with their consumer prizes.

Holidays

M.S. Surveys reports holidays were way out front in the 1974 prize stakes with a total of 109 different holidays offered. Hard cash came next—66—and consumer durables were third.

"We tend to think holidays are something of a status symbol," says United Biscuits' Mr. Philip Levine, whose "Tuck Cum Cruising" contest offers Continental cruising with P. & O.

Cadbury's "Pick The Stars" May and June promotion signals a major marketing drive for their six leading chocolate bars *in the 18p size. It's a straight*forward contest in which a film has to be linked to its theme and film star. A simple tie-breaker has also to be completed. First prize is a highly exotic, two weeks' holiday for two people on which they see a *film being made on location*, or £5,000 in cash.

Many contests are almost self-liquidating. The cruise line or airline throws in the trips for the publicity, or, as in the case of Cadbury's, records are offered at a fully inclusive cost of £3. Presumably, the firm has got the records at cost.

Despite their "Nescafé World Competition" held earlier this year where the prize winners were offered two weeks' luxury holidays anywhere in the *world, Nestlé's Mr.* Alan Scaping feels the big national competition is on the wane. He admits entries were down for his national contest. "We use competitions to give us a change in pace and a bit of razzamatazz, but we balance *the creativity of the competi*tion against the cost effectiveness of more mundane promotions, and I say give us cost-effectiveness every time. The housewife would rather have 5p off the product. We also feel large contests rather diffuse the impact of our advertising strategy."

Like many other manufacturers Nestlé's favour the tailor-made contests, and at any-time have about half a dozen in the running.

Grab

The Alliance Symbol Group run tailor-mades every three weeks, their "Rob A Store Competition"—the winner is allowed to keep everything he or she can grab within five minutes was voted a great success in the group's 1,100 stores.

£50,000 in prize money sounds quite a hefty sum, and this is what Players Number Six are offering to share among all entrants, answering one simple question, and sending in six pack fronts before June 30. *Cynical promotion experts point* out cutting the price would cost Players far more. It's also possible with a record number of entries that entrants might end up winning a few pence. It all hangs on how many enter.

E. F. Macdonald, the company specialising in motivating people, have competitions running as part of an overall campaign for several clients including Esso Petroleum, Connoco and Max Factor. Esso dealers selling the most oil are in line for a week's luxury holiday in Jamaica . . . Max Factor beauty consultants throughout the big stores, like Harrods, are doing their utmost to achieve a sales target which will net them a £100 travel voucher among other prizes.

E. F. Macdonald use the competition motivator to increase awareness of safety throughout Connoco's plants. For the first time ever the oil company recently reported 500,000 man hours free of accidents. As John Mulford, managing director of E. F. Macdonald points out "this is a non-sales type of activity but a very important one, and growing fast."

Geraldine Hill

Mr. Peter Hood, managing director of GLH Marketing Services with the latest Golden Wonder Crisp promotion.

Retailers reduce their below-the-line spending

ABOUT THIS time last year, Spar Vivo was in the middle of a "£50,000 share out" bonanza for its customers, complete with major advertising campaign and loud blowing of trumpets. A year before that Spar was filling the media with news of one of its two Disney spectaculars. To-day, however, with a genuine news story to tell customers in the shape of the merger of Spar and Vivo, Spar is contenting itself with a 40p-off coupon for chicken in the Press.

The fact that Spar, historically one of the noisiest pro*moters in the business, should* choose a coupon promotion at this time is perhaps symptomatic of the way many of the major supermarkets are thinking at the moment. As Michael Reynolds, managing director of Spar Vivo, puts it, "now is not *the time to indulge in frippery.* It would annoy our customers if they thought we were playing games with them at a time when they are so worried about rising prices."

Not everybody in the grocery business agrees with Mr. Reynolds, but most retailers at least are putting the stress on straight price cutting at the moment, even though there are strong suspicions in the trade that with housewives reeling under the effects of daily rising prices, the effectiveness of 2p-off offers may be diminishing.

Many manufacturers *might* themselves like to switch their below-the-line spending out of price cutting, but in 1975, it looks like being the retailer who will play the tune. After the disruptions of 1974, caused by product and packaging shortages and the other after-effects of the three-day week, grocery manufacturers now face a more familiar problem: namely selling their products in a highly competitive market.

Biscuits

Consumers at last seem to be resisting higher prices and there are signs of falling sales, particularly in markets like soft drinks and sweet biscuits where prices have gone up far faster than the average for food as a whole. The easing of Government subsidies on products like bread and tea is also having an impact. As a result manufacturers, who last year regarded higher sales as one way of maintaining profit while margins were controlled, are finding it increasingly difficult to achieve their sales targets.

Their problems have been aggravated by the fact that the retail trade has itself been running down its own stock levels. The same factors which have made manufacturers so anxious to clear their warehouses have also been at work at the retail end. High interest rates do not, in other words, encourage anyone to build up stocks.

The reaction of many manufacturers has been to fall back on the traditional way of moving *the product—heavy discounting* to the big multiple groups with the aim of getting them to promote their products at a cut price. Retailers, who last year were *finding it difficult to fill all* their promotional slots with big selling brands, now have a queue of manufacturers waiting to participate and as a result several have increased the charge for entry into their promotions.

Other manufacturers, in an attempt to move their products, are offering delayed credit terms to retailers despite the high cost of money while some are doubling the period during which they are prepared to offer retailers a discount off *normal* best terms.

Both manufacturers and retailers are at pains to point out that it is wrong to suggest that there is anything like an open battle for power taking place in the grocery market. Both stress that the ultimate aim of both sides must be the same: namely selling the goods. But there can be little doubt that it is the retailer who has the upper hand at the moment. And retailers tend to prefer price cuts to other means of promotion. Why, they ask, should *they allow manufacturers to* use their shops as a vehicle for launching a promotion, such as a competition, which is also available in 101 other shops, when manufacturers could better spend the money in price cuts which are solely available through their shops?

Manufacturers can argue that price cuts are hardly unique to any one group of shops, but Miss Daisy Hyams of Tesco is probably summing up the attitude of the retail trade when she says that she prefers pricing cutting to almost any other form of manufacturer's promotion. Even so, some retailers are obviously worried about whether price cutting can retain its effectiveness much longer.

Argument

The argument is that with prices going up so fast, housewives are losing their ability *to make* price comparisons and thus to appreciate price cuts. Research carried out by Harris International Sales Promotion has shown that only one housewife in five claims any awareness of price and a third doubt whether reduced price offers are genuine. They feel that they are either a "big fiddle" or transferred from other goods. The same research shows that less than 10 per cent. of housewives make a point of buying reduced price offers and that more than half of the sample claimed that they actually dis*liked* their usual brand being cut.

The HIM research confirms that it is the retailer, rather than the manufacturer, who gets the glory for price cuts. Nearly three quarters of all the housewives interviewed gave credit for the cuts to the shops—10 per cent. even did so in the case of flash packs.

With an estimated £350m. going into price cuts last year out of a total of £645m. spent below the line, research findings such as these come as a rude shock, and not surprisingly HIM itself is recommending other forms of promotion. Geoff Harris of HIM suggests that as straight price cutting has become devalued, so coupons have become more attractive. His latest research shows that around 52 per cent. of housewives now say they like coupons as against 30 per cent last year. Consumers, it seems, find coupons less confusing than flash packs. Similarly banded packs appear to be welcomed at the moment—a reversal of the attitudes held two years ago.

Geoff Harris also believes that competitions are an attractive proposition this year, particularly those aimed at the increasing band of male shoppers. MS Survey's figures show; however, that only 145 competitions were launched in the first quarter of this year compared to the same period last year. Again, while few retailers will actually ban products which are being promoted by competitions from their stores, most prefer competitions to be tailored to their particular requirements.

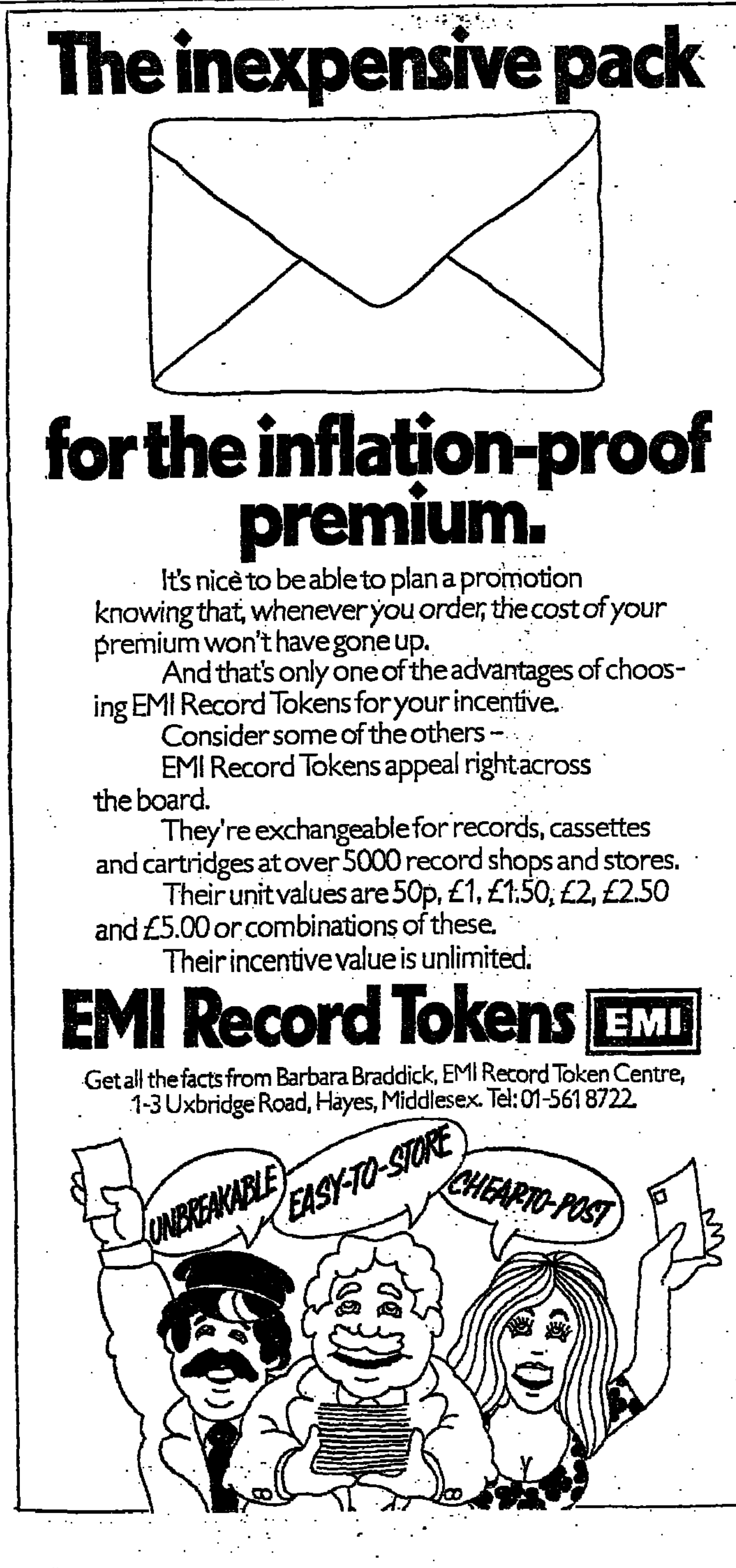
But perhaps the most interesting development in below the line spending this year is the long postponed launch of the Bonus Money cross couponing scheme. After more than three years of gestation, the idea has finally got off the ground in the North of England with a line up *of 26 brands, including* Homepride flour, Echo margarine and Omo. Advised by Glendinings, which housewives collect in the United States, the 18 participating manufacturers have agreed to mark their products with Bonus money vouchers *which* housewives collect in much the same way as trading stamps. For obvious reasons the organisers are, however, very anxious that Bonus Money should not be seen as a trading stamp operation and stress that the vouchers are redeemed for money and not gifts.

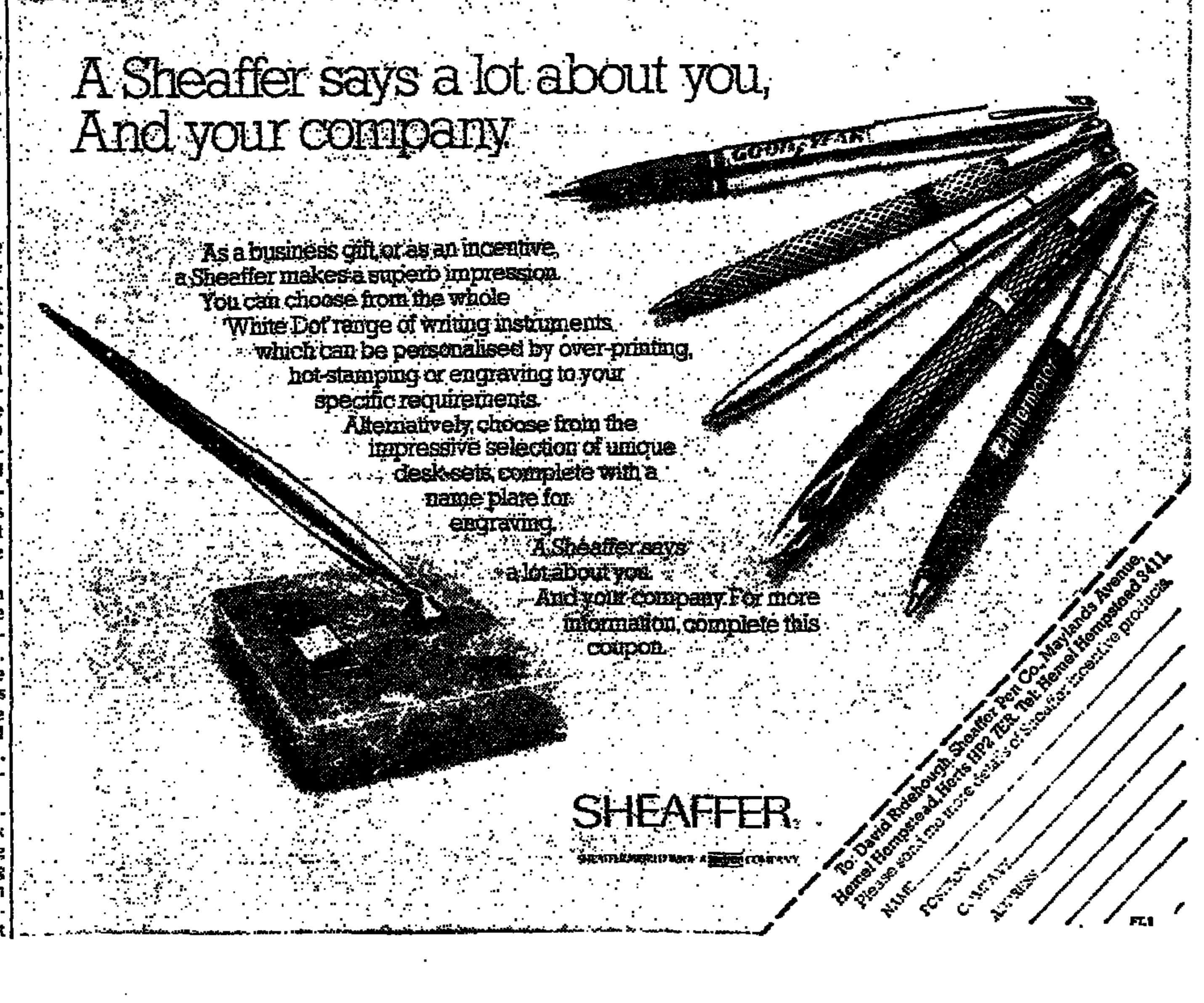
Test

The big question over the success of this scheme is how it will be received in the retail trade. Two retailers in the Yorkshire test market area have refused to stock products carrying the vouchers, and it could well be that if the scheme went national it would meet opposition from other chains.

Not all retailers, however take such an oppressive attitude towards promotions and most would accept that they can play a valuable part in building sales. Indeed, there is a strong body of opinion that says that in dreary economic times such as these, the only things which are going to make shopping tolerable for the housewife are the promotions.

Elinor Goodman





PARLIAMENT

Bill for safer medicine bottles

A BILL TO protect young children against the dangers of easily-opened medicine containers was given a formal first reading in the Commons yesterday.

Introducing her Child Protection (Medicines) Bill, **Mrs. Jill Knight** (C., Edgbaston) said that there had been an informal recommendation that chemists should adopt a child-proof system for fastening the tops of tablet bottles.

It had been discovered however, that many chemists "could not possibly find enough space for the new tablet bottles." They would be extremely expensive anyway.

Mrs. Knight claimed the Government should have legislated for all tablets dangerous to children to be put in child-proof containers.

Unless something was done to introduce child-proof bottles, the chemical industry and the drug packaging industry were about to adopt their own ways of marketing drugs in containers which were not easily opened by children.

Rhodesians must seize this chance for peace—Callaghan

BY JUSTIN LONG, PARLIAMENTARY CORRESPONDENT

ANNOUNCING the proposed Ministerial mission to Rhodesia, **Mr. James Callaghan**, Foreign Secretary, yesterday gave a blunt warning in the Commons that the last opportunity might now be at hand for Rhodesians to reach a peaceful settlement.

Mr. David Ennals, Minister of State, Foreign Office, who will undertake the mission later this month—the precise date is still to be settled—would have discussions with Mr. Ian Smith, with African National Council leaders and others concerned, said Mr. Callaghan.

Outlining the urgent purpose of the mission—to pave the way for the constitutional conference the Government regards as essential—Mr. Callaghan stressed that the looming alternative to a peaceful agreement must inevitably be violence.

"It is up to the people in Rhodesia to seize now what may well be their last chance to settle their differences and determine the future of their country without resort to further bloodshed," and the Foreign Secretary added:

"It is the last chance, too, perhaps to secure a future in which all races, black, white Asian and coloured, have their place. The Government is ready to do all it can to help them do this. But the basic opportunity is theirs."

Mr. David Ennals . . . going to Salisbury.

New efforts

With almost unanimous support from both sides of the House for the Government's decision to spur new efforts for a solution, Mr. Callaghan said he believed and hoped that both Mr. Smith and the ANC were ready to discuss substantial matters such as the problem of the franchise at their intended further meetings.

He had urged all concerned to do so. "And lest there be any doubt, I should like to state quite clearly now that it is my intention to convene a constitutional conference as soon as the Government considers it opportune to do so," he added.

Questions about the timing and preliminaries and manner of the conference would be matters Mr. Ennals would explore during his mission to Salisbury. He would also be visiting Pretoria.

The U.K. Government was not setting a deadline for the holding of a conference, Mr. Callaghan pointed out. "But a start must be made before it is too late."

Disapproved

If the talks between the African leaders and Mr. Smith seemed to make no progress the Government was ready to step in and help, the Foreign Secretary told Mr. Reginald Maudling, who pledged Opposition support for the efforts to find a solution.

Only Mr. Arthur Bottomley, who was Commonwealth Relations Secretary in a previous Labour Government, disapproved of U.K. intervention. Africans and European Rhodesians should solve these problems for themselves, Mr. Bottomley maintained.

But Mr. Callaghan disagreed. At the end of the day, Rhodesia was still a basic responsibility of the U.K. Government and of the Commons, he said.

And he agreed with the Liberal view put by Mr. David Steel that the danger now was from extremists of both sides. Rhodesia was approaching a watershed, the Foreign Secretary suggested, and it might be only a matter of months before the extremists made a peaceful solution impossible.

He assured Labour backbenchers that the six principles the Government had always upheld for Rhodesia still underlay the new effort.

On the question of assistance to Mozambique over the implementation of sanctions, Mr. Callaghan said the Government had indicated to the future leaders of Mozambique, who would be taking over the Government there on June 25, that the U.K. was ready to make available a generous programme of development assistance.

The purpose of this would be to help them surmount economic problems which would arise from Mozambique's application of sanctions against Rhodesia. The aid would be provided under the auspices of the U.N.

Crosland sympathy—but no extra loans subsidy

THE GOVERNMENT would not find an additional subsidy to aid local authorities whose mortgage rates were above 11 per cent., Environment Secretary Mr. Anthony Crosland, told the Commons yesterday.

He was replying to Mr. George Cunningham (Lab. Islington S. and Finsbury) who claimed it was unacceptable that building societies had an abundance of money for lending at gross rates of 11 per cent. while local authorities had to pay half as much again on money they borrowed for building.

Mr. Crosland said: "The crux of the difficulty is the problem of local authorities whose mortgage rate is above 11 per cent.—about 50 of them in total.

"This problem has troubled me a great deal but I regret that without having an additional subsidy, which I am not prepared to do, there is no way I see I can help the authorities concerned."

Mr. Robert McCrindle (C. Brentwood and Ongar) asked Mr. Crosland if he was apprehensive of the effect of the Government's index-linked savings schemes on building society funds.

Mr. Crosland said he had had discussions with the building societies and although nobody was going to dogmatise for the future, both believed for the moment that neither this scheme nor the reduction in the borrowing rate to 7½ per cent. would unduly jeopardise the inflow of funds."

Mr. Nicholas Winterton (C. Macclesfield) said it was better for local authorities to spend money on granting mortgages to first-time buyers instead of buying up land for development.

Mr. Crosland said he wanted to see both local authorities and building societies as actively concerned as possible in granting such mortgages.

Constituents 'justifiably aggrieved' but . . .

Commons debate on Stonehouse could be prejudicial, says Short

BY JOHN HUNT

THE ANNOUNCEMENT that today's Commons debate on a motion to expel John Stonehouse, the Labour MP for Walsall North, will not take place received a mixed reception in the Commons yesterday.

It was welcomed by Mr. Enoch Powell (UUU, Down S) but criticised by Mr. Bruce George, Labour MP for Walsall South, the neighbouring constituency to that of Mr. Stonehouse.

Mr. Edward Short, Leader of the House, said that the Government was aware of the strength of feeling about the fact that Mr. Stonehouse was able to retain his position, privileges and salary "despite what many considered to be his clear abandonment of his Parliamentary duties."

There was also the question of the effective lack of representation for the electors of Walsall North. Mr. Stonehouse's constituents justifiably felt extremely aggrieved, said Mr. Short.

Mr. Bruce George, MP for neighbouring Walsall S., said: "Mr. Stonehouse appears to be winning hands down."

Charges

The Government noted that Mr. Stonehouse had had ample opportunity to return to the U.K. and attend the House since he was first invited to appear before a Select Committee in January. But it also had to take account of the fact that criminal charges were pending against him, including charges of forgery, theft and fraud.

The Government had been advised that to proceed with the debate at this time could be prejudicial to the conduct of any subsequent legal proceedings against Mr. Stonehouse. Discussion in the House could be held to be prejudicial to public attitudes against him.

There was also the fact, said Mr. Short, that Mr. Stonehouse had been moved to the psychiatric ward of Pentridge Prison, Melbourne. This must, he said, cast doubt on his mental condition. Taken together, these two considerations were decisive.

To some cries of agreement, Mr. Powell told the House that it would have been intolerable to proceed against a member in circumstances where he had not even been tried, let alone found guilty. The Government decision would be received with relief by all who had the good name of the House at heart.

Mr. George then rose to say that many sympathised with the deteriorating condition of Mr. Stonehouse. But they should also express sympathy for the 71,500 constituents of Walsall North who had been unrepresented for seven months and might be unrepresented for a further 12 months.

Mr. George called for the situation to be expedited. He declared that in the confrontation between the absent MP and the House, Mr. Stonehouse seemed to be winning "hands down."

Mr. Short paid tribute to Mr. George's work in representing the constituents of Walsall North.

Mrs Hart fears 'first stages of catastrophe' for Labour

IN A PERSONAL statement to the Commons yesterday Mrs. Judith Hart, who lost her Overseas Development Ministry job in the Government reshuffle, said: "I fear we are witnessing the first dangerous stages of what could prove to be an historic catastrophe for the Labour party and movement."

Traditionally, there can be no debate or questioning of a personal statement.

Mrs. Hart began: "Frankly, I can see no reason for the Prime Minister to sack me from my Ministry." Despite her recent anti-Market activity, she would have enjoyed the opportunity to develop her policies with her colleagues in the EEC.

"It is a real sadness to me that I can no longer continue my work at the Ministry of Overseas Development."

Mrs. Hart said that she had devoted her time to the interests of the third world in Opposition and in Government.

She added: "I have a White Paper in draft as I told the Prime Minister on Monday. I hope it will see the light of day."

As MPs who had never been faced with a decision about resignation would know "It is never simple."

"Judgments of this kind are immensely serious and they reflect inevitably a mood of anxiety and concern. One is driven over the edge of the abyss not by the specifics of a situation but by its political context.

"I fear we are witnessing the first dangerous stages of what could prove to be historic catastrophe for the Labour party and the Labour movement."

Mrs. Hart added: "If I am right, it is a catastrophe which must be prevented. The City, the CBI and the Conservative Party has served notice on the Government that it must sacrifice the industrial policies on which it was elected." She had played some part in shaping these policies.

"Socialism must always be relevant to the problems of our nation and people.

"We face great economic problems as a nation. If the Government seeks to solve them by capitalist methods and I trust it will not do so, and abandons its Socialist policies, it will fail to resolve the economic crisis and betray the Labour movement."

Nevertheless she promised she would support the Prime Minister, and the Goverment, and would work for the Labour party, the Labour movement and the third world.

She left Government "with no bitterness and no rancour."

"Policies and political philosophy always matter a great deal more than individuals. I have tried to make my statement today in concern for my party and its policies."

MPs welcome mobility allowance for disabled

GOVERNMENT proposals to provide a mobility allowance of £5 a week to disabled people "virtually unable to walk" were welcomed from both sides in the Commons last night when MPs discussed the report stage of the Social Security Pensions Bill.

Under Secretary for Health and Social Security, Mr. Alfred Morris, moving a series of Government amendments, including the new allowance, said it was a start in providing help to those who had not previously had it.

Opposition Social Services spokesman, Mr. Norman Fowler, welcoming the new allowance, said the Government was aiming to give priority to the care of the disabled and handicapped, just as the last Conservative Government had done.

The main debate had been preceded by arguments on the normally formal motions authorising necessary finance to carry out the Bill's objectives.

Much of it centred on a motion to meet the cost of the proposed mobility allowance. MPs complained that there were no opportunities to amend the figure.

But Mrs. Barbara Castle, Social Services Secretary, insisted that spending limits must be kept in mind, adding that the allowance represented a considerable advance for the disabled. The motion was then approved without division.

A second technical motion was delayed by a Tory backbench amendment urging the Government to fix a date for the payment of pensions to disabled housewives, but this was rejected by 174 votes to 160, Government majority 14. The technical motion was then approved by 196 to 135, Government majority 61.

Spending by councils above target

LOCAL GOVERNMENT spending increases this year were likely to be above the 4.25 per cent. set by the Government but nothing like double, Environment Secretary, Mr. Anthony Crosland, told the Commons yesterday.

The Minister said he had made clear to local authorities that to the extent they overran agreed increases this year, they would be worse-off next year.

He told Mr. Nick Budgen (C., Wolverhampton S.W.): "We have already issued, or are issuing, the circulars needed to ensure that every authority is clearly aware of the inevitable restraints on local authority expenditure."

Mr. Budgen feared that unless local government spending was curbed now this country would tip over the brink into hyperinflation.

Mr. Crosland said that the increases of previous years could not continue in present economic circumstances.

Radio Lords could be next

THE BROADCASTING of Parliament would be extended to the Lords if the present experiment in the Commons proved successful, Leader of the House, Lord Shepherd, told peers yesterday.

He said there were no arrangements for an experiment in the Lords but the experience of the Commons would be watched with interest.

Lord Harmar-Nicholls (C.) said the broadcasts from the Commons had come across as a "rabble-babble" without the balancing factor of atmosphere to keep the dignity of Parliament.

Lord Shepherd: "You are entitled to your own lonely voice in this matter but my understanding is that the experiment has so far been well received.

Labour needs our help, says Tory peer

THE LIBERAL proposal for an "inflationary tax" was clearly something which the Government must consider, the Leader of the Lords, **Lord Shepherd**, told peers yesterday.

But, in a debate on the economy, Lord Shepherd ruled out a coalition in the present circumstances. A coalition of political leaders was nothing without a coalition at the grass roots of all parties, he added.

Opening the debate, **Lord Byers** (L.) said that to criticise recent extremely high pay settlements was to be accused of "union bashing." But it could not be denied that settlements of 35 per cent. were grossly inflationary.

There was no alternative to an incomes policy — something stronger than, and in place of, the social contract. This should limit increases to 10 per cent. to 12 per cent. across the whole band of average earnings, and much less in the higher bands of income.

Although he was not calling for a coalition, Lord Byers said: "My proposal is that we should seriously and urgently attempt to identify the relatively few major issues on which we could obtain the broadest across-the-board support, organising a broadly-based campaign to bring home to the public what has to be done."

The first diagnosis was that inflation at its present rate spelled economic suicide. Even more important, our rate of inflation invited totalitarianism of one form or another.

An all-party, all interest forum was needed at the highest level, to outline national priorities.

Suffer

One possible forum was the National Economic Development Council but the impression was that it was "pretty ineffective." It could be reconstituted with members sympathetic to the need to make private enterprise work and to conquer inflation.

The Earl of Gowrie, for the Opposition, said that the Government had had help and cooperation from the Conservative and Liberal parties on the Common Market and should now seek similar help and cooperation in the battle against inflation.

At the present rate of increase, an unemployment figure of two million was likely by the end of next year. The British people would suffer directly because of the downturn in our national fortunes with everyone becoming a lot poorer.

The presence of the former Industry Secretary (Mr. Benn) at the Department of Energy would have the same effect on the confidence of our overseas creditors as his presence at the Department of Industry had had on the confidence of the British business sector.

Improve

If the Government wished to avoid a statutory wages policy, it must abandon the bulk of its programme. If it wished to retain the programme, it must resort to the law over wages.

"I do not envy it that decision. I think the former course would do the job more swiftly and less divisively."

Lord Shepherd said that the U.K.'s record of unemployment compared favourably with most major competitors and although the number of people out of work was likely to reach 1m. by the end of the year, the situation should improve with the expected recovery of world trade next year.

There were good prospects of significantly reducing the borrowing requirement next year, but our current rate of inflation was twice that of almost all our main competitors.

"There is no doubt that this is now mostly due to wage and salary increases which are rising substantially faster than prices and the results are now beginning to come through. We cannot go on in this way."

Calls for a coalition were not only irrelevant but dangerous. A coalition in peacetime was basically a recipe for weak government and this was a time when strong measures were called for.

Divisions between the parties on solutions to our economic difficulties could not be papered over by a false coalition.

Lord Shepherd added that he had some sympathy for the calls for a continuation of the sort of co-operation that had been seen in the referendum campaign, provided that it did not entail the discarding of basic political beliefs.

Coalition

Lord Harmar-Nicholls (C.), intervened to say that many people would be disturbed to hear the idea of a coalition being rejected so completely.

Lord Shepherd replied that he was only ruling out a coalition in present circumstances. A coalition of political leaders was nothing without a coalition of the grass roots of all parties.

The Government was ready to listen to constructive suggestions and the Liberal party's idea of an inflation tax was clearly something the Government had got to consider.

Lord Shepherd said: "The social contract, we admit, has not come up to expectations but those who sneer at it should try to find something to put in its place.

"We all, together, need to find ways and means by which we can help. If I have any criticism, politically, it is that today we are dominated by the media and react too quickly to some new statement, idea or policy. What is needed is sober thought and discussion."

Advertising and

Denehy for Lintas

TIM Denehy, the deputy managing director at Hobson Bates, moves to another big international advertising agency next month when he takes over as chairman of Lintas, London. Lintas has been without a chairman since Steve Dyboski left last year. At the same time one of the two managing directors, Ingo Zuberbier, returns to Germany while the other, Gerald Wright, continues at his post.

There have been numerous changes at the top of Lintas in recent years. Dyboski, an international advertising man and great linguist, was moved to London when SSCB-Lintas expected London to become the European centre for a spate of international advertising campaigns. But the U.K.'s entry into the Common Market failed to make London the natural leader in the European advertising world, and the downturn in the U.K. economy has forced Lintas to concentrate on domestic advertising. Hence the recruitment of Denehy, who is 45, and who will be effective chief executive at the agency.

Zuberbier's short assignment in London was designed to give him experience, and to enable an outsider to continue the rationalisation at the agency which has slimmed it down to 190 staff as against 300 of a couple of years ago.

A.T.

● ROYDS in Manchester has collected all the advertising business following the merger between Ciba-Geigy and Airwick. The company is Manchester based and has used the agency in the past. Among those losing out are Leo Burennt, who handled Airwick, Haddons, who looked after Flytex, Masius Wynne Williams, and NCK.

● THE Cresta chain of clothing shops, part of the Debenham Group, has chosen Gordon Procter and Partners to handle its advertising. About £100,000 will be spent, with the aim of broadening the appeal of the 73 shops to younger shoppers.

● RCA Records and T. Richard Johnson have parted company after four months. The agency was appointed to give a new direction to record advertising but personnel changes at RCA have caused a re-think.

● BONUS Money, the cash for on-pack vouchers scheme, being tested in the Yorkshire TV area, has added Plumrose Chopped Ham with Pork to the other 25 brands taking part. Cadbury's, Pedigree Petfoods, Robertsons, RHM, and Crawfords are among the companies involved. As an added incentive to housewives 1.4m. homes are to receive vouchers worth 1,100 Bonus Money points.

● SIGNS of the times at the London office of Howard Panton. The agency was bought two years ago by the Scottish based R and W. Group, and now the accounting function is being moved to Edinburgh. There are some redundancies in London, and Bob Panton, Jim Knight and Mike Thame have resigned. Malcolm Brown, formerly media director of the R and W Group, becomes managing director of the slimmed-down London operation.

● THE Mirror Group's Household Readership, Income and Consumption Survey, which aims to show through market research the financial importance of the C2D social group (and keen Mirror readers), has reported on food, clothing, drink and tobacco. The data shows how vital these social groups are as consumers, especially for tobacco where with almost two-thirds of expenditure on cigarettes smoking is almost a class pursuit. The survey also showed how loyal shoppers are. About three-quarters have a regular supermarket, and for 19 per cent. it is the Co-op, for 13 per cent. Tesco, 13 per cent. Sainsbury, and 9 per cent. Fine Fare. More than half of all women use Marks and Spencer at least once a year, and the blue collar classes consume more beer at home than all others combined. The survey underlines that the fact that class is no longer cash, and hopes to persuade advertisers that this is so.

● FROM September 1, Masius Wynne-Williams and D'Arcy-MacManus will take over the UBM Group (United Builders Merchants) account from Harrison Cowley. The business covers such names as Dibbens, Gosletts, MAC and Pratts and billings are stated to be around £500,000.

● TWO new directors at Young and Rubicam are Mike Townsin and Brian McEvoy, the former being media director and the latter manager of the accounting department.

The Marketing Scene

Radio now sounds better

BY ANTONY THORNCROFT

JOHN Whitney of Capital Radio said this week that the station does not intend to increase its advertising rates even though a research study by RSGB showed that Capital's weekly audience had risen by 1m. listeners since the autumn. RSGB gave the Capital weekly audience as 3,675,000, representing 37 per cent. of the weekly London radio audience as against 52 per cent. listening in to Radio One, 41 per cent. for Radio Two, and 36 per cent. for Radio Four.

Capital is using the better listening figures to fight daytime TV, still the first choice of the lucrative packaged goods manufacturers. Whitney reckons that it costs 51p to reach a 1,000 housewives on Capital during the daytime on weekdays, as against 159p on Thames TV. This makes radio roughly a third the price of TV, the target that media directors were hoping for when the medium started operations over 18 months ago. Capital claims that it costs about 23p to reach a 1,000 adults on the station, with little variation at any time.

The London commercial stations have had their problems but the better listening figures are pulling in the advertisers, and the Referendum vote has also helped in the past week. Whitney expects Capital to be a third up in revenue terms this summer compared with last, and income is £100,000 above target, making the station confident that it can attract over £2.5m. this year. For June, 58 per cent. of the 6 a.m. to mid-day spots are already taken, and in April alone the station claimed 116 new advertisers. One interesting customer is Beechams, which is launching a new drink, Twist, solely on Capital Radio.

More audience figures were forthcoming this week, this time from Radio City in Liverpool. The listenership is very similar to Capital, with 35 per cent. of the potential audience of 2.4m. tuning in during the week. But Radio City claims a higher number of hours listening, 12.1, which is the same as Clyde, probably the most successful commercial station in the U.K.

Elsewhere in the provinces Swansea Sounds is staging an unusual first later this month—the first five minute long radio commercial. It is for Polycell and on six successive Saturday mornings DIY problems will be answered on air in a five minute information service. Prior trailers will encourage listeners to send in queries and the contributor of the star letter will qualify for a cash prize. The campaign, created and booked by Lintas, will cost just £564.

ADVERTISING AGENCIES

No mid-summer gladness

BY ANTONY THORNCROFT, MARKETING EDITOR

John Lindesay-Bethune, of J. Walter Thompson, and Dr. Simon Broadbent of Leo-Burnett

LIKE the poetic description of the sickness of Edward VII, the sickness of the advertising industry in the past six months "is no better; it is much the same." There are agencies like Collett Dickenson Pearce where managing director Frank Lowe is "less depressed than I was at the New Year," and through new business expects billings to rise by £2m. this year to at least £19.5m.

On the other hand, and more typically, there are agencies like ABH where director Julian Wellesley hopes to maintain billings at last year's level but can't see anything but reduced profits because of the rise in costs. Perhaps the situation of advertising agencies at mid-1975 is best summed up by James O'Connor of the IPA who takes monthly soundings on the state of the industry and reports that "income is a bit better than a year ago but profits are worse than last year."

Billings are indeed higher than in the first half of 1974 but this is a false comparison with a temporary crisis situation. Compared with 1973 advertising revenue is only about 5 per cent. greater, scarcely enough to cover a rise in operating costs which Simon Broadbent of Leo Burnett reckons at 40 per cent. Very few agencies will make much of a profit this year. The largest, J. Walter Thompson, hopes that by maintaining the 12 per cent. rise in billings in the early part of 1975 it will be able to duplicate the trimmed down profit of 1974.

Less successful agencies are remorselessly sacking staff, or not replacing natural wastage, in the hope of keeping out of the red—for staff account for over 60 per cent. of costs and are the obvious area of saving. The trimming down of staff has been done discreetly and is most apparent in applications for jobs. Allen Brody Marsh, one of the really successful agencies of the last year with billings doubled to £5½m., recently advertised for an account manager and received 140 replies—four times last year's average response.

Last September IPA member agencies employed around 14,900, in itself a sharp fall from the 22,000 of a few years earlier. Now the payroll must be nearer 13,000. And it is often the middle to senior ranking executive in his late thirties and earning around £8,000 who is out of a job. As a result British agencies suddenly look much more efficient, with a staff to billing ratio in the best-run companies of around 4 or 5 for each $1m., not far behind the U.S. optimum of 2.5 per $1m. of billing.

Some advertising agencies used consciously to operate with surplus staff in order to offer clients a better service in an emergency. Those days are past for ever, and the trimming down in the account teams, or the loading of more clients on to them, has necessarily changed the nature of the advertising business. Campaigns are produced much more quickly and there is less attention paid to advertising research. This summer there seems to be a spate of old TV commercials on television.

The more direct approach to advertising with few frills is to some extent forced on the agencies by the reluctance of advertisers to commit money. As John Lindesay-Bethune, managing director of JWT, says "The whole nature of the business has changed because clients are holding back money and you never know for the month before what billings will be."

Cash flow

This plays the devil with what has traditionally been the weak spot for many agencies—their cash flow situation. They are being pressurised more and more by media for quick payments, and they dare not hold back, while clients are notoriously slow payers. To-day it is not uncommon for managing directors of small agencies to actually go and collect a cheque from an advertiser, the method adopted by George Pincus of Carl Ally. In the past agencies were reluctant to pressurise clients too much in case they lost the account. Now they realise that they must take a strong stand or go out of business. Agencies are also being careful about the advertisers they work for. One agency, Aquarius, went into voluntary liquidation last month because of a £47,000 debt incurred on behalf of a client which was wound up. The IPA is hoping to persuade the media to follow the lead of one or two radio stations and regional newspapers and offer agencies the carrot of a discount for quick payment in addition to their use of the premiums stick on slow payers.

By reducing staff; by keeping salary rises to around 10 per cent.; by cutting entertainment expenses to a minimum; by studying plans for rationalising media research (which Simon Broadbent reckons could save the industry £1m. a year); by sometimes making do with last year's campaigns, some agencies have managed to keep costs down to less than 20 per cent. But even this hardly meets the situation of a minimal rise in billings.

The alternative is to ask advertisers who are spending less than they forecast at New Year for fees so that the account teams can be held together and the agency survive. The fees bandwagon has gathered great strength this year and Jim O'Connor has given it tacit IPA blessing by concentrating on the revenue of agencies in its researches rather than the traditional billings. The obvious problem, of course, is that advertisers are also suffering a profit squeeze and many are reluctant to pay their agencies more cash. The big advertisers are well aware that the agencies did very well out of the commission system in the fat years so why should they not suffer a little now?

So the overall situation for agencies is patchy. Nine of the top ten agencies are U.S. owned, or have strong American links (the tenth CDP seems healthy enough) so their future is secure, even if 1975 profits take a dive. It is in the next category that there could be problems. Lindesay-Bethune says "I do not see how there will not be bankruptcies and mergers in the next 18 months if current conditions continue," and Simon Broadbent is equally gloomy: "I was more optimistic about things at the New Year. American companies see this depression as part of a cycle and are prepared to advertise for the up-turn, but many British advertisers regard it as a change of a more fundamental nature and are conserving their resources."

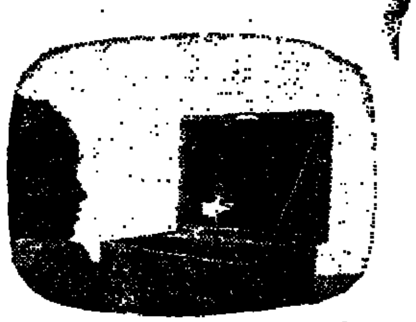
Charles Saatchi of Saatchi and Saatchi is also worried by the caution of companies. "There are not many new product launches. Everyone is holding back and not taking the initiative with competitive products and new brands." On the agency side he reckons that "most agencies will be grateful to make the same profits as last year."

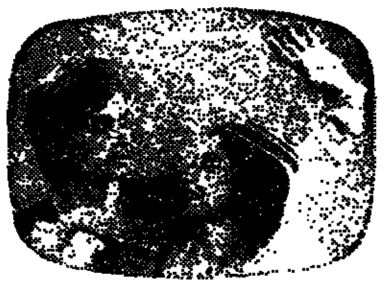
For most this will be a pipe-dream. There may not be too many mergers—agencies know from experience that there is little to be gained from taking over a sinking ship. And small agencies, with low overheads, can just about slide along if their clients stay in the black. It is the middle sized agencies who consumed their accumulated reserves last year and carry large overheads, that face the problems, especially if they are due for a rent review.

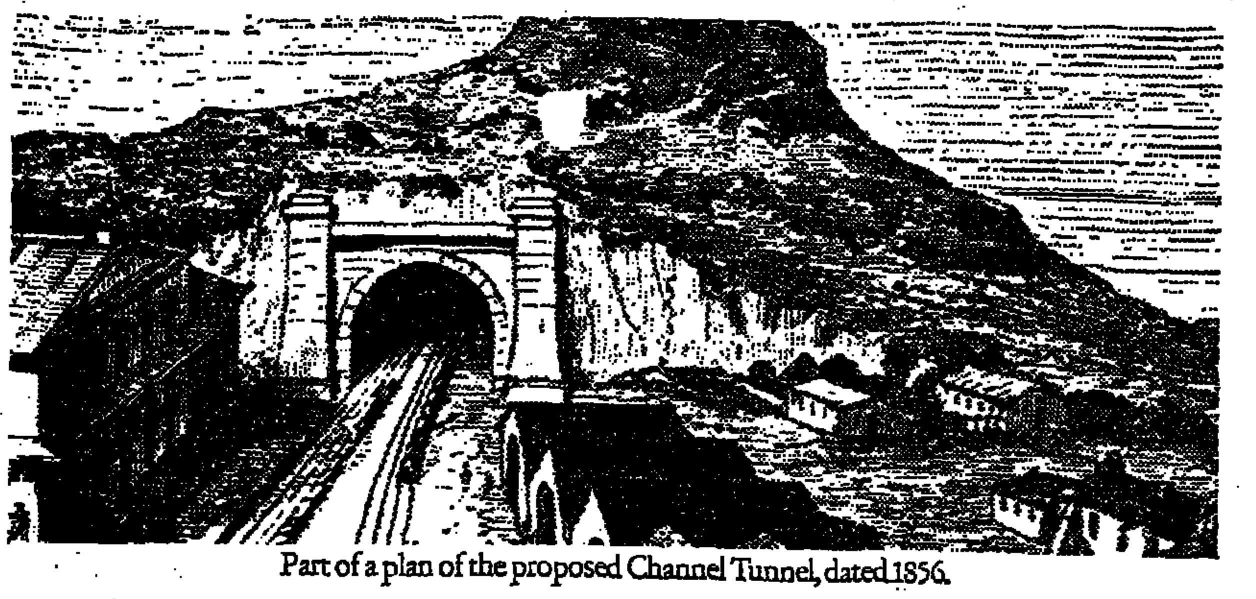
Finland

At least the problem is not confined to the U.K. SSCB-Lintas has asked its overseas agencies to think about the future and only in Finland among the European countries is advertising expenditure expected to rise faster than the GNP in the next five years. It does seem that a deep change has overtaken the advertising industry in the past eighteen months and that the period of uncertainty has an indefinite future. In a way this is just the confirmation of an established trend since in recent years advertising expenditure has grown much more slowly than prices generally.

Prospects for the autumn, the peak spending time, are obscure: some companies want to advertise their way out of trouble, others are still over-cautious. In a buyer's market it does seem that the media will be reluctant to increase prices to cover extra costs so all in all the depression in advertising could last well into 1976, and the advertising agencies that emerge at the end may be different both in number and in structure to the lotus eaters of as recently as 1973.







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THURSDAY, JUNE 12, 1975

Summer of our discontent

NOW IS the winter of our discontent made glorious summer: and the economic crisis is attracting far less popular hysteria than it did in the blustery days of May. This is jus tas well, for a clamour for instant remedies has never produced sound policies; but the disturbing evidence continues, if less noticed, that we are near a decisive turning-point. The growing nervousness of the foreign exchange markets, strongly evidenced again yesterday, draws attention to the ever-present threat which has haunted British policy at every critical moment since the war; and reports that the TUC regards as flat-rate increase equivalent to a further 20 per cent. rise in basic rates as moderation is grim evidence of inflation psychology.

Turning point

The time left for the Government to restore some faith in our currency, at home and abroad, is clearly running out; yet the irony is that time, if the Government can find enough, is in many ways on the Government's side. The Chancellor's belief that the rate of inflation is now nearing its peak has a good deal of evidence to support it: the forecasts of the National Institute, though out of date and in many respects implausible, suggest as much, as do several other independent forecasts, and the evidence of wholesale prices and input costs shows the first very tentative sign of a turning point.

The actual economic outlook is almost certainly for a very much sharper recession than the National Institute has forecast, and the experience of other countries is that a sharp recession does dramatically reduce the rate of inflation. The very fact that the TUC is trying to be moderate, and that some individual leaders and unions have recently been downright sensible, shows an improving mood. The Government's prime task must be to create enough time for these helpful trends to confirm themselves and begin to produce results. That means sustaining confidence.

The efforts now going on inside the Government to get the public sector financial deficit under control by planning cuts in real expenditure will not, in the normal routine, produce any final decisions for some months. The temptation to search for some more immediate and dramatic gesture, and preferably one which meets the public demand for consensus, could now prove a dangerous one. Part of the summer is to be spent in talks with both sides of industry in an effort to produce some new anti-inflationary agreement: all past experience suggests that such agreements can only be bought at a high cost in demand inflation, and have hardly ever produced any lasting value for the price paid.

The real challenge to the Government at this potential turning point is to face up to its responsibilities not as a negotiator, but as an employer. The National Institute estimates that if the Social Contract has been fully enforced, the present rate of inflation would be 12 per cent.—half what it is, and only a little worse than in competing countries. Most of the biggest breaches were in the public sector: the Government agreed to them.

Militancy

This is what must now be changed. Recession has already hardened the determination and increased the bargaining strength of private employers: in many cases the union side is beginning to show a sensible understanding of the situation. In a few disputes strikes have been fought and largely defeated. On the other hand the illusion of job security in the public sector has led not to restraint but to militancy—militancy which feeds on the money used to buy it off. Firm policies leading to effective restraint in public sector pay would do more than anything else to restore order to the Government's finances, protect employment, and restore confidence. If Mr. Wilson's reshuffle had left a firm hand rather than an empty chair at Transport, which faces the most immediate challenge, it might have been read as a sign of determination. The message from the currency market is that the risks of weakness now far exceed those of standing firm.

The priorities for industrial policy

THE Prime Minister's decision to replace Mr. Anthony Wedgwood Benn with Mr. Eric Varley will come as a relief to most businessmen. It had become difficult for them to work constructively with Mr. Benn, and since many of his civil servants were in the same position, the effectiveness of the Department of Industry was being steadily reduced. Industry's main concern, however, is with the content of the Government's industrial policy, as expressed both in legislation and in the day-to-day decisions of the Department. No one supposes that the commitments in the Labour manifesto—nationalisation, planning agreements and the rest—are about to be abandoned, however irrelevant they may be to the economic situation. But it is reasonable to hope that they will now be interpreted and applied with more realism and more understanding of industry's needs.

Industry Bill

The immediate issue is the Industry Bill, where, in forthcoming talks with the CBI, the Prime Minister must clear up the confusion created by the Bill itself and by suggestions that a second White Paper may shortly be issued. Even after nearly forty sittings of the Standing Committee on the Bill there is great uncertainty about the purpose of planning agreements (are they to help the Government's economic planning or are they a device for imposing worker participation?) and about how they will work.

The handling of the Bill will be one test of the Government's attitude. But there is the wider question of whether Mr. Wedgwood Benn's highly personal approach to industrial problems—his passionate belief in worker democracy, his concern over "de-industrialization," his desire to preserve existing jobs in existing locations—will give way to a different order of priorities.

Mr. Wedgwood Benn has stressed one half of Britain's industrial weakness — the lack of new investment — to the virtual exclusion of the other half — the failure to use our existing investment effectively. Over-manning, whether caused by poor management or trade union pressure, is far more central to our economic problems than any shortcomings on the part of City institutions. It is not subsidies to preserve existing jobs which are needed, but steps to encourage labour mobility, to break down resistance to changes in work practices, and to increase output per man. These are the issues to which Mr. Varley should address himself.

The steel industry provides him with the perfect opportunity. If the goal is low-cost steel, there is very little room for argument about what the industry should look like in five or ten years' time, in terms of fewer plants and a much smaller labour force. But does the Government accept the goal and will it allow the management of the British Steel Corporation to set about achieving it? Mr. Varley must grasp this nettle if the credibility of the Department of Industry is to be restored.

Productivity

To switch the emphasis away from job preservation and social experiments is not to deny the existence of the "wind of change" in industry to which Mr. Wedgwood Been has rightly drawn attention, leading to more participation and in the end to fundamental changes in the worker-management relationship. But the task for management, the unions and the Government is to reconcile these changes with the overwhelming need to raise the productivity of British industry closer to the level of our international competitors.

Applications for State aid—and action—to combat dumping in the U.K. are increasing. **Rhys David** reports

Anti-dumping's obsolete rules in a year of recession

AN ANNOUNCEMENT of a new anti-dumping investigation which appeared in the Government publication Trade and Industry recently gave the first hint that all was not well with the manufacturers of battered onion rings in Britain. For it is not only cars, textiles, electronics, and other major industrial sectors which are currently facing problems. The onion ring manufacturers, like the makers of louvre doors, and of chipboard, among others, have all been making out a case to the Government in recent weeks for help. There has been a big increase lately not only in requests for State financial aid but also for action against what a number of industries see as dumping in the U.K. market.

From only a handful of cases in 1974, the number now being processed by the Department of Trade has shot up this year, with applications coming from all branches of industry. Though the Department will not say how many cases under review it has on its books, the figure is believed to number several dozen. Apart from onion rings which, appropriately enough, the Spaniards are alleged to be dumping, acrylic yarns, television tubes, timber products and mouldings have been included in submissions by hard-pressed U.K. manufacturers. It is not only the producers of standard components or fairly simple products which have claimed to be affected. Faced with the loss of 40 per cent. of the domestic market to imports, the Society of Motor Manufacturers and Traders, representing the U.K. motor manufacturers, have been claiming that the Japanese have dumped cars into Britain.

Trevor Humphries

The humble—but delicious—battered onion ring is the latest object of an anti-dumping storm in Britain; manufacturers claim that Spain is dumping them here and has asked for Government help.

Duty only on one product

While the recession—like the last somewhat smaller downturn in 1972—has produced a surge in the number of applications, securing imposition of a duty has not been so easy, as industry has discovered. So far this year duty has been introduced on only one product—louvre doors—and that was the first duty to be imposed for several years. Although, in part, this reflects the fact that the applications have only recently begun to build up, it is doubtful whether many industries will be as fortunate as manufacturers of louvre doors in obtaining this form of help.

For although Mr. Harold Wilson, in his statement on textiles to the House of Commons last month, drew attention to the anti-dumping rules, and promised vigorous protective action for textiles and other industries that could provide evidence of dumping or of subsidised exports or other forms of unfair trading, there are a number of reasons why the existing anti-dumping regulations cannot offer the quick solution which industry would frequently prefer.

First, in determining what is or is not unfair competition—the test whether or not anti-dumping duties should be introduced—Britain and its main trading partners are bound by obligations under GATT. In addition, Britain's area of jurisdiction is limited by membership of the EEC, which has already assumed responsibility for policing dumping in the six original member nations. From the middle of 1977 anti-dumping applications in Britain will be similarly handled in Brussels, but until then, under the transitional arrangements negotiated on entry, the U.K. can handle cases where imports from outside the enlarged EEC are concerned, and where British and not EEC-wide interests are involved. The EEC Commission is already responsible for complaints about dumping where products originate in other EEC States, or where the interests of a Community industry, or goods subject to the Common Agricultural Policy are involved. From the end of 1977 there will be no provision for taking anti-dumping action against other member States, as the Market will then be regarded as one.

Thus under the present arrangements the U.K. acrylic spinners, who first complained of the dumping of Far East yarn in November last year, have been pursuing their claim in conjunction with European spinners in Brussels, because the imports have been creating a Community problem. But even where complaints—for example, in the case of television tubes—have mainly domestic implications, the Department of Trade's freedom of manoeuvre is limited by the GATT regulations which lay down the three criteria which have to be satisfied before action can be taken. The Department has to establish that dumping or subsidisation is or has been taking place, that it is causing or threatening material injury, and that the imposition of duties would be in the national interest.

Evidence of dumping

The problem for industries which want action to be taken swiftly is that to establish a case on these grounds can hardly be done in a matter of weeks or even in months. If a company puts in a complaint it must first establish that it speaks for a major part of the industry, and must then put forward reasonable prima facie evidence of dumping, or subsidisation, and material injury.

The Department itself will make its own inquiries and may decide to send in its own accountants to verify, for example, evidence of greatly reduced profits put forward to back up claims of material damage.

Once a case for investigation is accepted arrangements have to be made to visit overseas suppliers to make inquiries about shipments, export and domestic prices. But although a number of such visits are certain to take place in the coming months, proving that dumping is, or has been, taking place is likely to be no easier during a recession than at any other time, given the framework within which a case has to be made out.

Essentially it has to be shown that goods are being sold at a lower rate in export than in domestic market, but at a time of recession it is much more likely that prices will be cut all round in a bid to keep production units in operation and to reduce stocks.

Even if the various hurdles are overcome and the Department of Trade, having satisfied itself that other industries would not be adversely affected, agrees to support the imposition of a duty, a decision has then to be taken at the appropriate Ministerial level where other considerations again come into play.

In particular, as the Prime Minister made clear when he rejected textile import quotas last month, the Government is concerned about the possibility of restrictions being followed by retaliation. It would clearly take measures of this kind to test whether or not this concern is justified, but the Government appears to regard action taken by Turkey, following the introduction last year of quotas on cotton yarn, as a precedent. Although Britain was acting within EEC rules in limiting Turkish imports, the Turks responded with similar restrictions on some British plastic exports.

Sought other ways

Thus, given the restricted circumstances in which it would appear anti-dumping regulations can be employed, it is interesting to note that textiles—perhaps more affected by imports than any other industry—have only rarely brought dumping complaints. Instead, the industry has sought other ways to limit imports—for example, through the current GATT Multi-Fibre Arrangement negotiations which offer the prospect of an orderly growth in textile trade between the developed and the developing countries.

where Marks

The acrylic spinners are the only example in recent years of efforts by textile producers to establish dumping and they have become involved in a six month dialogue with the authorities, first at the Department of Trade and later in Brussels, in an attempt to establish their case. The evidence which they have been able to provide is that the Far Eastern suppliers have been quoting prices of £1 per kilo for their yarn in the U.K. and elsewhere in Europe. Yet the fibre raw material alone costs 85p. Thus processing, transport, and an element of profit, if any, are represented by only 15p. But as far as the GATT rules are concerned—and it has to be remembered that they were drawn up with the aim of liberalising rather than to restrict trade—the case stands or falls on whether this is a dumped, or a distressed price, available in the domestic as well as in export markets. So far it would seem that the authorities in Brussels have not been satisfied on this point.

Is industry then simply clutching at a straw in hoping that the anti-dumping regulations will come to its aid against uneconomically-priced imports? If success is judged solely by the number of successful applications leading to imposition of a duty, the answer probably has to be yes, though it would not be surprising if the coming months saw some applications finally succeed after passing through the Department of Trade's fine sieve.

On the other hand, however, alternative types of action often follow from the announcement of or the investigation of a particular complaint. This can sometimes prove a quicker and more beneficial form of help to the industry concerned than the introduction of a dumping duty. Thus the complaints by the U.K. shoe industry that Eastern European countries were flooding the British market with dumped men's shoes have not been dealt with through dumping channels; but the protests have been enough to persuade the Comecon suppliers to agree to put a limitation on their exports.

The start of investigations in the past has resulted in European suppliers of certain chemicals giving undertakings to limit supplies, and following the introduction of a provisional duty on chipboard, assurances were given which made it unnecessary to proceed to a full duty order. But although these examples could be multiplied the question still remains whether the GATT rules on anti-dumping are too strict, placing the burden of proof far too heavily on the party that has come under attack. In fact, the anti-dumping rules are as much a victim as world trade as a whole of the exceptional conditions which have prevailed since the quadrupling of oil prices, the consequent inflation spiral and the plunge into world recession.

Distressed selling

While the rules were adequate enough to deal with the odd example of unfair competition at a time of stable exchange rates and commodity prices, and of orderly expansion in world productive capacity and economic growth, their use is now being requested to deal with distressed selling at a time when manufacturing industry throughout the world is working well below capacity and struggling to liquidate stocks of all kinds of products. For this, a mechanism designed to handle the problems caused when individual manufacturers seek to dispose of isolated examples of overproduction is obviously inadequate.

Whether the exceptional conditions of the past year will result in pressures for changes remains to be seen. Except in cases where very definite evidence of dumping is available, however, the main hope of salvation for most manufacturers hard-pressed by cheap imports in the immediate months ahead is still likely to be the ending of the present world recession.

MEN AND MATTERS

Thomas Poole's co-operative

Shareholders in both Newman Industries and in Thomas Poole and Gladstone China have been alerted to plans for a "unique shareholding structure." This will meet the "inevitable social pressures" by creating an "industrial co-operative," while "the ultimate objective of this structure for equity participation should encompass employees both as decision-takers and implementers, together with non-involved investors." The ideas have been sent to the CBI and TUC and, says Alan Bartlett, chairman of both companies, will even be brought to the Prime Minister's attention through mutual friends.

The basis of the plan will be simply to ask employees and existing shareholders of Newman, Thomas Poole, and four associated public companies, to stump up for convertible loan stock in Thomas Poole in £50 lots. They will then get more information than before—quarterly reports—be encouraged to attend annual meetings, and in other ways further industrial democracy. In contrast, Newman and Thomas Poole are, in other respects, becoming distinctly inbred.

At Thomas Poole last year, Bartlett and his colleague John Laughton went against the market trend and steadily bought up shares, mainly in engineering companies. Poole ended up with between 20 and 34 per cent. of Alfred Clough, Metropole Industries, Agar Cross, Dover Engineering and also Newman, itself a company into which, as with Thomas Poole, some of Bartlett and Laughton's private interests had been injected.

The results to last December: for an accounting period extended to 21 months, showed a net deficit of £101,485. The associate companies' value of £2.3m. included amounts transferred from cost of control (goodwill), which the previous year had amounted to £575,000. If associates were taken in at market value, it would have reduced their balance sheet by £1.4m. Shareholders funds were worth £1.5m.

The picture has been totally changed this month by the decision of Newman to buy all the Thomas Poole share stakes (bar the one in Newman) for £325,000. That leaves Poole with just the 25.6 per cent. holding in Newman plus, Bartlett says, around £250,000 in cash, ready to start on a new "investment cycle." And Newman, as its first move, will take a substantial stake in Poole.

Where will the stake come from? Last July, Newman (chairman Bartlett, vice-chairman Laughton) entered into an agreement with a company called Strongpoint (sole shareholders Bartlett and Laughton) to buy 3.5m. Thomas Poole (chairman Bartlett, deputy chairman Laughton) shares at 10p. The consideration for the option was a deposit by Newman with Strongpoint of £280,000 towards a purchase price of £350,000. On July 2, the market price of Thomas Poole shares was 4½p.

The 10p price (the shares are only 6p now) contrasts with another 1974 deal between Strongpoint and Thomas Poole. When Poole was buying Agar Cross (directors Bartlett and Laughton) shares, Strongpoint also had some. So Poole purchased Strongpoint's holding and paid partly in Thomas Poole shares issued at the par value of 5p (the market price was then 3½p). One benefit of these cross-holdings, say the ruling pair, lies in the defensive qualities they will lend the new co-operative equity structure.

Travelling on

Gerald Ford may be getting around, but he and other world leaders would have a lot of travelling to do to match the visiting record of President Nicolae Ceausescu of Romania. This year alone, he has been to Mexico, Brazil, Japan, the Philippines, Jordan, Tunisia, Venezuela, and the U.S. During an earlier visit to Italy, he even managed to squeeze in a call on San Marino.

To-day, he makes his first flying visit as leader to Britain. Ceausescu, complete with his bespoke Boeing 707, must be pleased at ticking off another spot on the globe, though this visit is a modest affair. It is known that what the Romanians really want is a full state visit, Buckingham Palace, flags in the Mall and all; the Queen's own schedule, unfortunately, is booked for some years yet.

Survival course

Three hundred delegates will gather in Yugoslavia this weekend for the Electrical Contractors' Association annual conference, whose timely theme is Survival. However, the fact that delegates will have reached the modern air-conditioned surroundings of the Libertas Hotel in Dubrovnik represents a survival feat on the part of the conference organisers.

The ECA originally planned to have the conference in Cyprus, but the atmosphere created by the Turkish invasion and the resulting tension led to a search for an alternative venue. Second choice was Lisbon. Timetables and hotels were being scrutinised, only for Foreign Office warnings to put the ECA off.

By this time, travel agents were looking around desperately for somewhere that could handle the delegates for the same money—about £132 a head. Whatever worries may have been expressed about Yugoslavia post-Tito, for the moment, conditions there seem "Survivable."

UnBenned

The American Chamber of Commerce's regular lunches have attracted some big-name speakers, and the Savoy Hotel and a maximum of 600 guests is usual for the occasion.

Not so yesterday. Having had their interest fired, no doubt, by American Press reports of Anthony Wedgwood Benn's firebrand politics, over 900 applications from U.S. businessmen in this country arrived when it was announced that the then Secretary for Industry would address them. A switch to the Hilton Hotel was necessitated.

The new Energy Secretary was to disappoint his audience. Benn turned out to be "unobtainable," a fact which became clear to the harassed organisers only half-an-hour before the lunch. However, there was no doubting the authenticity of Benn's intended speech, full of exhortations about regenerating British industry. This final broadside was weakened by the robotic way it was read out by Gregor Mackenzie, the new Minister of State for Industry.

Swinish

John Garnett, director of the Industrial Society illustrated in a lecture the difference between involvement and participation:

All the farm animals gathered together to agree a suitable reward for the farmer who had looked after them so faithfully for many years. They could reach no conclusion and so appointed a sub committee, a chicken and a pig, to look into the matter. After much talk, principally by the chicken, it was decided to offer the farmer free bacon and eggs for life. A meeting was called to announce all this to the farm animals at which point the pig had his doubts, observing to the chicken "You will participate ... but I shall be involved."

Observer

ECONOMIC VIEWPOINT

BY SAMUEL BRITTAN

A three-point plan to halt inflation

EASURE of the extent to ch the British currency is danger of sinking towards of a banana republic was ided by some remarks of Denis Healey in Glasgow Friday. He looked forward he halving of the rate of tion within the next 12 ths as a notable advance. aking the current rate of in- on at 25 per cent., as the *onal Institute does, the new* et would still leave it at 12½ cent. This is still higher has prevailed in this ntry before, except in the couple of years. At any r time, it would have been isis rate. It is *much higher* the rate which precipitated past pay freezes and the last ernment's "U" turn on in- es policy. It is a rate at ch money loses half its value ix years; and if it continued, ical changes would be re- red in our whole business, ation and legal systems to lace the pound as a measure value.

he postulated 12½ per cent. pares with a reduction to per cent. *already achieved* the U.S. and several Euro- n countries, and 6 per cent. Germany.

et Mr. Healey puts forward *12½ per cent. inflation rate* as a plea in mitigation of t failure but as a target for cess, which he claims, would ansform the economic, social industrial climate" and ansform Britain's reputation the world."

more plausible view is that ve limit ourselves to a target high as 12½ per cent. or any- ng like it, the actual infla- n rate will be a good deal her. Moreover, even if 12½ cent. *were by some stroke* fortune achieved, this would a lowe point from which inflation would start increasing again in the next upswing.

By the end of next year, the world will be *in its next* cyclical upturn; commodity prices will have resumed their upward movement, and pressures on the labour market and capacity will be building up again. This is the prospect which clearly frightens the Bank for International Settlements. If the U.K., *which is so much more* prone to these pressures, enters *the next world upturn* with an inflation rate in double figures, we will be landed with Latin American rates of "strato-inflation" as far ahead as one can see.

Some months ago, I warned *in this column* that it was much too late for the gradualist strategies that some "monetarist" economists (and others) favour. Basically, we have two *choices: either to adapt our in*stitutions to banana republic conditions and try to make the best of it, or adopt a serious policy for price stability—not for reduced inflation, but for ending inflation.

Stability

None of the ideas that found favour with the TUC Economic *Committee yesterday* measures up to the needs of the times. If one allows for some inevitable slippage, they would at best lead to wage inflation levelling off, before rising again in the next upturn. This is the Latin American prospect.

Normally, I do not go in for mechanistic plans with numbered points. But the psychological impetus of the referendum, the weakening of demand, the heartsearchings among *unions, and the world economic* situation, provide an opportunity—which will not recur quickly—for going back to rough price stability. *If it is not taken* pretty well immediately, unions *will formulate their wage stra*tegy, at this summer conferences on an "inflation as normal" basis; and then there will be no chance of stability without a violent collision.

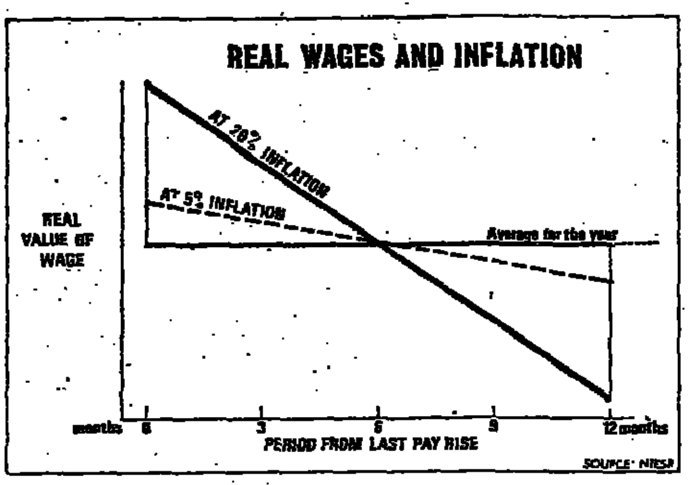
Whether a bold strategy would work, no one can be sure; but it has a greater chance of *success than the usual* Wilsonian compromises. The following three points provide the essentials of such a plan,

1. Fiscal and monetary policy should aim to prevent any but the smallest increase in the total flow of money spending next year. If the National Product *measured in money (or* "nominal") terms, is running at £100bn. per annum by next winter, the Treasury and Bank should be instructed to keep it within 5 per cent. of this level for the whole of 1976.

2. The *Government should* then announce that this target can be reconciled with a reasonable level of employment, if and only if, wage negotiations are *conducted on the assumption of* a nil wage norm, for standard cases. This would be a recommendation, not a statutory limit. Ministers should of course be prepared to discuss the new policy with the TUC and exercise their political leadership to carry public opinion. But there *should be no retreat on* the main objective.

3. If one envisages this plan coming into force on January 1, 1976, workers who had their previous wage increase in January 1975 will be at a great *disadvantage compared with* those receiving an increase in December. To make up for this, a once-and-for-all award should be given by the end of this year to consist either of the estimated cost of living increase, or the average increase *of earnings in 1975, multiplied* by the fraction of the year that has elapsed *since* the last settlement. The arithmetic is illustrated in the diagram.

Although most controversy is likely to centre on points 2 and 3, the first of my points—stabilising national expenditure in money terms—is the most *important. It is this ingredient* which is missing from most discussions of "the future of the social contract."



SOURCE: NIESR

The variable that the Treasury and Bank should aim to stabilise is the money (or "nominal") National Product. Few economists would dispute that this can be controlled through regulation of the public sector deficit and the money supply; and there is no need to be dogmatic over the *appropriate combination.*

The essential aspect is that the monetary authorities be committed to the target and be prepared to compensate later in 1976 for any accidental over or undershooting earlier in the year. One could have a target *of stabilising the money* National Product at end-1975 levels, with a margin of error of 5 per cent., which would allow for a productivity increase and some post-recession recovery. Or one could fix the ceiling at 105 per cent. with strict compensation in later quarters for errors in achievement.

A central aspect of a fiscal and monetary policy aimed at stabilising the price level is that it would greatly simplify the control of public expenditure. There would be a ceiling in cash *terms on central and local* government spending. These, too, would be stabilised at no more than 5 per cent. above end-1975 levels. The mystification and "funny money" of the Public Expenditure White *Papers would go.*

In the nationalised industries, the existing principle *of passing* on all cost increases immediately in prices would be followed, but very much speeded up with the aid of charging schedules prepared in advance. *Union leaders would know that* under conditions of general income and price stability, higher wages would be at the expense of employment—or wages in other sectors—in state as well as private industry. My policy would not abolish the power of the miners. The position would be as before—that if miners get more others would get less in *real terms.* But *the slower the* expected rate of inflation, the less the sum of money involved in a given use of monopoly power.

Nil norm

Most questions will probably be asked about Point 2, the proposed "nil norm." It is radically different from past *pay policies, as it would* be neither statutory nor enforced by employers at Governmental behest. There would be no official view on "fair relativities," "low pay," "special responsibilities," and all the usual theology. The nil norm would be an official suggestion about the best way of preserving jobs and recovering from the recession: all "special situa*tions" should start from a back*ground of no across the board increases in 1976.

If it is an "incomes policy" at all, it is only in the sense in which Sir Keith Joseph spoke in the House of Commons in 1974 against the abolition of the Pay Board, on the grounds that an educational and persuasive body was required to spell out the impli*cations for incomes and jobs of* a policy of stabilising monetary *demand.* It would in fact be best not to have a Government Board at all, but to leave any suggested guidelines to the *TUC itself, with or without the* CBI and the NEDO office.

One obvious problem connected with my plan is that, *while the aim is to have no* general wage increase from January, 1976, prices will for a while still be rising under the influence of cost increases in the pipeline. Unfortunately there is no escaping a moderate once-for-all fall in living standards. As the BIS put it, "Sure *as fate, real consumption* is going to have to be curtailed and labour will be obliged to shoulder its share of the cut. The only questions are the extent to which the cuts will come by unemployment, and *the amount of financial stress* the enterprise sector will be forced to bear."

The one way of mitigating the cut in real take-home pay (other than by a rise in savings) would be to have a reduction in *Government spending*, over and above that required to regulate the public sector deficit, balanced by an equivalent cut in taxation, for which there is much to be said in any case.

The BIS reference to corporate financial stress brings out another complication. Companies with a large amount of recent medium- or long-term debt would be hit by a quick end to inflation, as this debt would be bearing high interest *rates which it would not be easy* to service. If, and only if, the plan succeeds in halting inflation, there would be a case for selective aid to such companies. The criteria should be very strict and preferably *applied by a rather deaf judge* detached from political pressures. Assistance should, where possible, take the form of bank guarantees, which have the least effect on the public *sector deficit.*

The policy outlined here *differs from Mr. Healey's in that* vague threats about pricing oneself out of a job would be replaced by a published cash ceiling for total spending—Government and private—next year. It differs from the gradualism of the Conservative leadership in going for a quick *anti-inflationary kill, after which* normal growth would be resumed.

The plan would be made or broken by the willingness of the labour force to accept a clampdown on total monetary spending without reacting in a way that would cause mass unem*ployment. This in turn would* depend on the credibility of the 1976 limit to money GNP; and frankly I am more worried about the reluctance of the Treasury and Bank to think in such terms than by the union reaction.

Programme

A programme on the lines *set out is improbable while* Mr. Harold Wilson, with his incurable "trimmer" instincts, is in charge of our affairs. But under a determined Government it would be perfectly practicable. It would be a way of canalising the post referendum desire for a new impetus: and it puts in realistic from the instinctive desire of most Social democrats, Conservatives and Liberals. But the key element is the first point—the limit on money *spending—and* anyone who picks out the income restraint *side, while glossing over the* rest, either misunderstands or disagrees with my plan and should not quote this article in support.

Letters to the Editor

Imports of shirts

om The Chairman.
ence Bryson and Co.

Sir,—May I draw attention to ie serious plight of shirt manu- ictures, especially the smaller ies, a a result of the Govern- ient's recent decision to ignore leas of the trade for some ositive *and immediate help* gainst low cost imports.

Recently you published a ette from the chairman of Carrington-Viyella (June 2) in which he indicated that the Government's involvement in current negotiations connected with the multi-fibre agreement f burden sharing, together ith plans *for more surveillance* imports were a reasonable sponse to the textile trade's oblems and that further action is not necessary. As far as irts are concerned, *this may* fine for a major company aking a branded range cater- g for the upper end of the arket. It is, however, no answer r thousands of workers nployed in making shirts for the wer and middle sections of e market to provide *for* chain ore trade where imports have ecome a very large factor.

The Government has recently ade much of the fact that the end of textile imports generally falling slightly, but this, as far the shirt industry is con- rned, is about as comforting d helpful as telling a drowning an that the water is *now only* 1 ot out of his depth instead of feet as previously.

Emphasis has also been laid on e Government's willingness to ke *action under anti-dumping* iles, but this is clearly said with tongue in cheek" since it well nows that *in the* textile field it almost impossible to acquire ll the necessary types of vidence which the rules require. Since the Government has learly *decided that it is in the* nger term interest of the U.K. to let small shirtmakers and possibly other types of garment aker go *to* the wall, one would t least have expected that it ight have come clean on this olicy *so* that efforts could be ade *sooner* rather than later, o re-train the thousands of eratives whose jobs are now at isk.

B. Bryson.
Great Victoria Street,
elfast, Northern Ireland.

'Top slicing' helps

rom Mr. W. Robins.

Sir,—Your correspondent, Mr. *harles Stapleton* (May 17), escribed one of the little-known x concessions for golden hand- akes whereby length of service n reduce tax liability. The ational £5,000 exemption re- ains un-index, and now that ct employees can qualify for maximum compensation of 5,250, the subject needs an air- ng.

In the course of my work on managerial redundancy, I meet many individuals who have been old by their one-time employers worse still, by independent ccountants) that they cannot eclaim any excess over £5,000 hich will have been surren- ered under PAYE. Sections 87/188 of the 1970 Act were rafted with more than usual bfuscation. In addition to standard capital *superannua-* ion benefit," which Mr. Staple- on described, there is "top *licing.*" The calculations for his latter are incomprehensible o the layman and, seemingly, o many professionals. There is an element of "toss in a lump *sum, multiply and divided* by 6, take away the number you first thought of, and the answer will be a tiny lemon." "Top slicing." yielded me nearly £10,000 back *from the Inland Revenue, to give* me a total compensation of nearly £15,000. But I feel that this was only achieved because I was leaving an employer that supported me with its own outstanding professional assistance.

Somehow, Sections 187/188 *have to become more widely* known and used by personnel managers and accountants because inflation means that the excess over £5,000 is going to *be needlessly sacrificed by a lot* of people whos ejobs are at risk over the next year or so. Perhaps I *misjudge* the Inland Revenue, but I don't think that *the taxman goes out of his way* to advise anyone of his rather obscure rights.

W. G. H. Robins.
Centre for Graduate
Management Studies,
University of Wales Institute
of Science and Technology,
Friary Building,
22, The Friary, Cardiff.

Oppressive clause

From Mr. P. Rowland.

Sir,—*Insufficient attention has* been drawn to the oppressive nature of Clause 43 of the Finance Bill which imposes a 9 per cent. non-deductible interest rate on *liability to tax* which has been the subject of an appeal.

Carried away by a desire to penalise tax avoiders, the Revenue has, not for the first time, indulged in "over-kill" tactics. The application of the provisions of the *taxing Acts* to given facts is not always plain beyond question: the attitude of Inspectors of Taxes is not invariably reasonable.

When once an independent tribunal has decided that a taxpayer has a *prima facie* case under the procedure set out in Clause 42 there can be no justification for imposing *any* form of penalty for pursuing the appeal. The taxpayer, faced by an adversary with *unlimited* funds, is already under a grave enough disadvantage in seeking to contest a tax assessment. There will be many cases of injustice if further obstacles are placed in his way.

If it is nevertheless felt that *even those with a reasonable case* against the Revenue might benefit unduly *from postponement of* the *need to pay the tax surely* that could be left to the Courts and not made the subject of a standard and exorbitant charge.

Peter Rowland.
39, Cheyne Court,
Flood Street, S.W.3

Post Office funds

From the Director-General,
Royal Institute of Public
Administration.

Sir,—I see *from* a report by your Industrial Editor (June 10) under the heading "P.O. Fears £300m. Deficit This Year" that:

> "One of the most significant *steps which the Government* could take to hold down the increases now on the horizon is for it to accept the Post Office's long-standing argument that the State should take over some, if not all, of the burden of deficiencies in the P.O. pen*sion scheme. The pension de*ficiency in the year which has just ended is thought to have been around £100m."

This would indeed be a significant *step* — and one which I imagine would be as unwelcome to the Chancellor of the Ex*chequer as it must be to the* general body of taxpayers.

If the Secretary of State for Industry should receive such a request, he will be in the fortunate position of having a further recommendation to make to the Chancellor of the Exchequer apart from a *simple yes or no* answer. He will have open to him an option which will reduce P.O. expenditure by perhaps £150m. a year — at no cost to *the taxpayer — by authorising,* or requiring, the P.O. to discontinue its policy of establishing a fund as the means of meeting its pensions obligations to its former employees. The Post Office Act 1969 does not require the P.O. to maintain such a fund, *and does in fact provide speci*fically for it not to do so.

On the basis of its latest published accounts the cost of the Post Office's ongoing pensions is about £70m. a year, or only some 9 per cent. of its current payroll. The P.O. seeks, however, to contribute no less than *26* per cent. of its payroll to its pension fund. That the public should be required to provide it with a sum equal to 17 per cent. of its pay*roll—or about £150m. a year—for* the purpose mainly of investment in Stock Exchange securities and property to build up a mammoth fund that is never likely to be called upon is a liability from which the public, whether as customers or taxpayers, should surely *be protected in these* desperately difficult times.

Raymond Nottage.
Hamilton House,
Mabledon Place, W.C.1.

Education and industry

From Mr. L. R. Parkes

Sir,—Although post-graduate employment statistics (W. P. Kirkman, June 7) currently reflect much more than job attitudes, it is really not surprising when one *examines* higher education development to find that the pattern of movement of polytechnic and university leavers is becoming uniform.

In common with the author, I welcomed differences in the educational approach, not as between polytechnics and universities, but between the traditional universities and the old "CATs" (Colleges of Advanced Technology). These, it will be recalled, were set up to provide for that vital area between the theoretically-possible and the industrially-practicable that was a perennial problem for university/industry relationships. Now these organisations are "technological universities" whose original function has to some extent been handed over to the polytechnics. That these last named, in turn, are currently under surveillance as to their industrial relevance is merely symptomatic.

Traditional university education by its very nature, is, or rather was, freed from industrial constraints. It dealt with ideal systems frequently, if not gene*rally, several stages ahead of* contemporary industrial preoccupations. To find common ground required either the graduate to step backwards into *a region with which he was* totally unfamiliar, or industry to leap forward in its thinking, without being able to check out the ground. These were moves that *neither could make effect*ively and those who were bold enough to try almost inevitably came up against the "incompatibility" problem with which *everyone is familiar.*

The creation of CATs, with staffs well versed in the science but aware enough of industrial operation to realise the need for persuasion, proof and patience, offered the right medium for properly-paced industrial *advance and graduate fulfilment.* And because of their success the tendency grew for traditional universities to become morbidly analytical, then to try to emulate *them—even to the extent* of setting up "industrial advisory centres" and taking in the occasional real industrial problem for study. Surprisingly, since *they are supposedly the creators,* not followers, of original thought, they failed to recognise their essential two-pace-ahead position relative to industry.

Competition for excellence did not leave CATs unscathed. Progressively their own staff structures became more academic and the change of title, to *"technological universities,"* simply confirmed their emergence as second generation degree-awarding factories. Now, it seems, polytechnics are moving *in the same direction* and one suspects that this total shift will be to the detriment of industry.

Perhaps we are fortunate in that, throughout, relative stability has been maintained in the country's professional institutions. Often maligned for being too "traditional" they do at least provide for a continuity between science education and the practical requirements of industry that the universities *never had; that CATs enjoyed* in their originally conceived form, and that the polytechnics are now seemingly in danger of losing. Arguments have been put forward for change even in these organisations. In the light of what has happened in the educational field the better course would be to sustain at least these institutions for what they are.

Leslie R. Parkes.
34, Wicklands Road,
Hunsdon, Ware, Herts.

Chilean debts

From Mr. D. Lehmann.

Sir,—Recent discussion concerning the possibility that the Chilean Government may not pay its debts to this country, and to others which did not agree to *rescheduling Chile's debts* at the meeting in Paris last month, centres upon the agreement reached at that meeting. This was *not* a meeting of the Club *of Paris, but rather an informal* meeting of seven out of the 14 members. Furthermore, the text agreed upon by those governments which did attend, *quoted below, quite specifically* does not bind any other member of the Club of Paris:—

> "The represented countries have expressed their attachment to the multilateral process of debt settlements. How*ever,* it has been agreed that the interested countries would take all necessary measures to protect their claims and that they were free to conclude *agreements to this effect.* The chairman of the present meeting will have the responsibility of explaining to the Chilean authorities the conclusions and *the reasons that prevent some* of the countries represented from concluding at present the above mentioned agreements."

The Chilean Ambassador has argued (June 6) that "the bilateral agreements have to be within the general lines agreed upon at the mentioned meeting," but this certainly does not follow from the text I have quoted. *On* the contrary, the seven governments who decided not to reschedule the debt are in no way bound by the decision of the *rest taken at this informal* meeting.

David Lehmann.
50, Belvoir Road, Cambridge.

To-day's Events

GENERAL

National Ports Council annual report published.

Mr. Harold Wilson, Prime Minister, meets President Ceausescu of Romania, at Chequers.

Mr. Yitzhak Rabin, Israeli Prime Minister, continues talks with President Ford, *Washington.*

Mrs. V. L. Pandit delivers Jawaharlal Nehru Lecture, on the Nehru *Family* and its imprint on Modern India, University of London, Senate House, Malet Street, London, 6 p.m.

Liverpool Street Station Campaign, which *opposes* British Rail's plans to redevelop station, holds public meeting, Great *Eastern Hotel, London, 6.30 p.m.*

Regency Ball, in aid of Order of St. John and to celebrate 150th anniversary of Regent Street, will be attended by Princess Anne and Captain Mark Phillips, Cafe Royal, London, 8.30 p.m.

Matisse Lithographs Exhibition opens, Victoria and Albert Museum, London.

PARLIAMENTARY BUSINESS

House of Commons: Motion on report of Select Committee on "Members" Interests (Declaration).

House of Lords: Coal Industry *Bill, third reading: Scottish* Development Agency and Welsh Development Agency No. 2 Bills, committee; debate on report of EEC on equal treatment for men and women workers.

COMPANY RESULTS

Cohen (George) 600 Group (full year).

Hambros (full year).

UBM Group (full year).

BOC *International (half year).*

International Computers (Holdings) (half year).

COMPANY MEETINGS

Atlas Electric and General Trust, 3, *London Wall Buildings, E.C.,* 3.15

Cadbury Schweppes, Abercorn Rooms, E.C., 12.

Clarke Chapman, Gateshead, 3.

Crane Fruehauf, Connaught Rooms, W.C., 12.

Crossland (R. and A. G.), Birmingham, 12.15.

Estates and General Investments, Winchester House, E.C., 12.30.

Laing (John), Brent Town Hall, Wembley, 2.15.

Laporte Industries, Chartered Accountants' Hall, Moorgate Place, E.C., 12.

Matthews Wrightson, 14, St. Mary Axe, E.C., 12.

Portsmouth Water, Havant, 12.

Usher-Walker, Connaught Rooms, W.C., 12.

COMPANY NEWS + COMMENT

HIGHLIGHTS

A clutch of rights issues together raising £9.8m. claims attention to-day. **Pegler-Hattersley** is calling on shareholders for £5.2m. and backs this with 1974-75 results only about a tenth lower despite the building trade recession. **Unicorn Industries** is seeking £2.4m. and **U.K. Optical** £1.7m., the latter also reporting profits up by a fifth and emphasising the need to expand capacity. Finally **Century Oils** is raising almost £1m. while announcing profits up by more than a third. Elsewhere **R. & J. Pullman** turns in satisfactory results and reports a good start to the current year but **Armitage Shanks** has been knocked by the building trade's troubles and shows profits down by more than a half. From **EMI** there is a third quarter statement which while reporting lower income, endorses the previous forecast (see Lex).

Pegler-Hattersley slips to £8.5m.

AFTER DROPPING from £4.19m. to £3.05m. in the first half, taxable profits of Pegler-Hattersley finished the year to March 31, 1975, at £8.53m. compared with £9.62m.—struck after metal stock depreciation of £825,00 (appreciation of £1.25m.). A one-for-five rights issue to raise some £5.2m. net is also announced.

Stated earnings are down from 19.2p to 17.5p per 25p share. The dividend is lifted from 5.07p to 5.507p net with a final of 3.257p.

	1974-75 £000	1973-74 £000
Sales	56,818	45,038
Trading profit‡	6,333	5,450
Share of associates	3,267	2,773
Net interest paid	248	*143
Metal stock depreciation	825	†1,250
Profit before tax	8,527	9,620
Taxation	4,297	4,978
Net profit	4,230	4,642
Dividends	1,335	1,230
Retained	2,895	3,412

‡ After charging additional contribution to pension funds of £300,000 (nil). * Received. † Appreciation.

For purposes of comparison figures 1973-74 adjusted to reflect transfer in February, 1974 of group's interests in manufacture of wellhead valves to associate, McEvoy Oilfield Equipment.

The directors say that the results for the year were good, despite the effects of the building recession on the building product companies. There is as yet no real sign of an upturn in building, but prospects for industrial valves remain satisfactory with order books at a high level, particularly in the oil and petrochemical fields.

Any forecast of current prospects must be dependent on the national uncertainties of the present time, but the company is widely based with substantial overseas interests and the Board has confidence in its continuing progress. Given the right conditions, prospects in the long term must be good.

The proposed rights issue will be of 5,127,258 Ordinary shares at 105p per share. The New shares will be offered to Ordinary holders and to holders of the 7 per cent. Convertible Unsecured Loan stock 1989-1994 on the basis of: One New Ordinary share for every five held and one New Ordinary share for every £10.4167 nominal of the Convertible Loan stock.

The directors report that expenditure on plant and manufacturing facilities amounted to £3.3m. in 1974-75 compared with depreciation of £1.3m., and in addition a further £5.3m. of working capital was required to meet an expansion of turnover and the effects of the high rate of inflation. As a result the group's short-term cash position showed an adverse movement of some £6m.

In the current year planned capital expenditure is expected to exceed £3m. (or twice depreciation), and additional working capital will be required to finance increased sales. The group must also provide for the demands of continued inflation, they add.

The directors believe it is essential that capital expenditure on modernisation and improvement of plant should be maintained at a high level, and that the group should be in a position to take advantage of opportunities for expansion as they arise. They consider that new permanent capital should be raised towards financing this development and to provide an enlarged equity base for future expansion.

Subject to the passing of a resolution to increase the authorised capital at an EGM on June 30, provisional allotment letters will be despatched on that date to Ordinary shareholders and holders of the Loan stock registered on June 9, 1975. It is expected that dealings in the new Ordinary shares, nil paid, will commence on July 1.

In the absence of unforeseen circumstances and subject to a satisfactory level of profits the Board intends to recommend an increase in dividend to 6.256p per share on the enlarged Ordinary share capital in respect of the year ending March 31, 1976. The Treasury has confirmed that under current regulations consent will be given to the declaration of this increased dividend.

The issue has been underwritetn by S. G. Warburg and Co. The brokers to the issue are Hoare and Co. Govett and J. W. Nicholson and Sons.

● comment

Pegler-Hattersley's preliminary results provide a favourable background to its rights issue, reflected in the drop of only 1p to 134p yesterday. Profits before the metal stock adjustment rose by 24 per cent. in the second six months: the 11 per cent. pre-tax decline for the full year reflects a £2m. downturn on the metal account, though, depending on the copper price, this could make a positive contribution in 1975-76. Otherwise, building demand is still flat, but valve orders, especially from the oil sector, are strong so group profits could rise. Moreover, despite a £6m. deterioration in short-term debt, the balance sheet has remained strong with total debt of about £7m. against shareholders' funds of around £30m. Cash flow may just about match the projected increase in working capital this year. The group wants to increase capital spending above last year's figure of £3.3m. for expansion, for example, in the growing valves business. And an average return on capital employed of over 25 per cent. throughout the 1970s provides ample justification for this, and for the issue.

£0.3m. fall at Tobacco Securities

THE INTERIM dividend of **Tobacco Securities Trust** is being held at 2.625p net on pre-tax profit down from £2,171,000 to £1,876,000 for the six months to April 30, 1975.

The directors recall their earlier statement that there may well be some reduction in net income in 1975, but they expect that dividends will be maintained at last year's total of 10.9375p, paid on a pre-tax profit of £5.33m.

There has been a substantial increase in the value of quoted investments since October 31, 1974, they add.

	Half year 1974-5	1973-4
Income from quoted inv.	1,079	1,179
Income from unquoted inv.	446	499
Other income	445	570
Total	1,970	2,248
Expenses	94	77
Profit before tax	1,876	2,171
Overseas tax	109	171
U.K. tax	487	521
Total	596	692
Net profit	1,280	1,479
Dividend	420	420

Income from quoted and unquoted investments is lower because certain dividends received in the first half of 1974 are receivable in the second half of 1975. This reduction is offset to some extent by dividends received on reinvestment of part of the amounts previously held on deposit.

Other Income is mainly interest and is less than last year due to this reinvestment and to lower rates of interest, the directors add.

● comment

Tobacco Securities Trust distinguished itself during 1974 as one of the few relatively firm Stock Market features. It attracted support for a number of reasons: first, it had stood at a large discount to asset value, secondly, it enjoyed a high yield relative to the rest of the investment trust sector and, finally, it offered a good opportunity to invest in the tobacco sector on an international basis. What makes TST interesting now is that in the autumn it loses investment trust status. On the one hand this should knock the asset value, since loss of status means that it will no longer enjoy a concessionary capital gains tax rate, while on the other the market is expecting a bumper dividend payout this year as this will represent the last opportunity to declare dividends without restriction. On the basis of a full CGT rate the shares, at 258p, are probably standing at a slight premium to estimated asset value.

Century Oils tops £1m.: rights

IN ADDITION to reporting a rise in pre-tax profit from £657,178 to a record £1.01m. for the year ended March 31, 1975, the directors of Century Oils announce a 1-for-4 rights issue at 30p to raise some £475,000.

Earnings for the year are shown to have risen from 4.85p to 6.98p per 10p share and a final dividend of 1.5969p net lifts the total from 1.7878p to 1.9469p.

In the absence of unforeseen circumstances the directors intend to recommend total dividends of not less than 2.1775p per Share on the enlarged capital in respect of the year ending March 31, 1976.

	1974/5 £	1973/4 £
Turnover	12,651,598	7,364,979
Trading profit	1,141,761	678,663
Interest	131,192	21,495
Profit before tax	1,008,569	657,178
Tax	540,798	358,103
Profit after tax	467,771	299,075
Minority profit	—	75
Extraordinary credits	—	9,898
Dividends	136,899	113,461
Retained	330,872	195,509

As regards the issue the directors explain that Century Oils has been extending its activities over the past year into the field of recycling and refining used oil. Following the acquisition during 1974 of two businesses involved in the collection of used oil, the company has embarked on a programme of investing in new refining capacity. Part of this has been constructed at an existing unit in Glasgow and a second plant is to be built at Dartford.

Although borrowing facilities have been arranged for this project, the directors feel that it would be prudent in a time of high inflation and economic uncertainty to increase the capital and to have a margin of resources over and above these facilities, particularly in the light of the capital expenditure programme, and working capital requirements.

Subject to an increase in the authorised capital provisional allotment letters will be despatched on June 30 to holders registered on June 13. It is expected that dealings in the new shares will commence on July 1.

The issue has been underwritten by S. G. Warburg and Company.

● comment

After riding high at the half-way stage, with more than doubled profits, Century Oils showed relatively little growth in the second six months. Timing of price increases, aggravated by the three month rule, in relation to escalating costs is basically the trading story. Price increases were granted in the final quarter so the current year will reap some early benefit until that is eroded. As for re-cycling and refining of used oil, this must surely stand to benefit from the higher base prices and it is significant that Century is expanding in this area although the rights proceeds evidently will not be used in the current development programme. The shares at 45p are yielding 6¼ per cent. rising to 7.8 per cent. (at the ex-rights price) on the 1976 forecast.

Petbow turns in £1.82m.

FROM turnover of £11.87m., pre-tax profit of **Petbow Holdings** was £1.82m. for the year ended March 31, 1975, compared with £1.07m. for the previous 15 months.

The chairman, Mr. R. C. Bird, says he is confident that the company, which makes generating and welding sets, will continue to be a world leader and produce satisfactory results in line with current conditions.

Reporting an outstanding order book of £12.5m. with an export content of 64 per cent., he says the group has fully recovered from the setback which occurred in the first half of 1973, bringing production, sales and profits in line with long-term targets.

Earnings per 10p share are shown to be 16.99, compared with 10.6p for the 15 months. The final dividend is 3.435p net, which gives a total of 5.085p, the maximum allowed, against 5.82p. The directors have agreed to waive dividend rights of £98,415.

The chairman says that overall growth is considerably higher than major competitors. On an annual basis turnover increased by 56 per cent. and profits by 105 per cent. Exports were up by 62.5 per cent. or £2m.

Mr. Bird notes that at the annual meeting there will be a resolution to increase the authorised share capital from 6.5m. to 10m. shares of 10p each.

	Year 1974/5 £	15 Months 31.3.74 £
Turnover*	11,869,450	9,077,480
Profit before tax	1,820,748	1,066,300
Taxation	933,435	536,249
Profit after tax	887,313	530,051
Extraord. debits	‡24,554	21,053
Attributable	862,759	508,998
Dividends	203,161	133,440
Waived	95,415	29,994
Adjustment to final	8,659	—
Retained	768,672	405,552

* Includes sales to Australian subs. of £5.29m. (£3.67m.). ‡ Comprises £24,554 for unrealised exchange losses and adjustments net of deferred tax.

● comment

Petbow's pre-tax profits have more than doubled on the comparable accounting period and this strong performance was enough to take the share price 10p higher to 112p last night. Second half margins jumped four points to 16.8 per cent. compared with the first six months and this is attributable partly to a higher export content (48 per cent. of sales at the year end and now considerably higher) and partly to greater throughput. One corollary of this is that increased imports of German diesel engines—which now account for over half total requirements—have been largely responsible for a £1.4m increase in bank borrowings to £2.1m. A further 30 per cent. increase in capacity is scheduled for the current year, along with a 30 per cent. increase in turnover, which should take pre-tax profits up to the £2.5m region. The yield is 7.2 per cent., a near two point premium to that of the group's less successful competitors, Dale Electric. Petbow's strength lies in its lower reliance on stand-by generators and bought-in components.

Confidence at NET

The chairman of NET, Mr. L. C. Warshaw, says that his confidence in the future of the company remains unaffected by the immediate problems with which all industry is confronted.

The group is now implementing the policy of diversifying its interests within clearly defined limits so as to become progressively less dependent on the wholesale distribution of timber and timber products. It is inevitable that the early period of such diversification involves the outlay of considerable sums in advance of commensurate sales, resulting, since all such costs have been charged to current expenditure, in adverse results.

Thus the company's DIY division has shown a loss in 1974 while its operations have been in progress of extension on a nationwide scale, but the basis of a worthwhile business has now been established, and the chairman expects the position to show real improvement in the medium term future.

The DIY centre at Melling, near Liverpool, is already trading profitably, and sales are increasing of those companies supplying the retail DIY trade. In particular, Janningbury Products had a successful year.

Holders are being asked to approve an increase in the authorised capital from £1.4m. to £1.65m.

Pre-tax profits for 1974, reported May 9, fell from £804,000 to £688,000. The dividend is effectively raised from 1.7058p to 1.8655p net.

Meeting, 1, Westgate Street, E., on July 15 at noon.

Terry Kirk

Sir Joseph Lockwood, chairman of EMI, which announces lower net income for the third quarter ended March 31, 1975.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Armitage Shanks	1.95	July 31	4.15	3.96	6.25
Bluemel Brothers ...... int.	1.22	Sept. 5	0.75	—	2.5
Century Oils	1.59	Aug. 1	1.44	1.95	1.79
Equity Consort Invest.	3.41	Sept. 17	3.35	5.42	5.45
Ex Lands	1.5(b)	(a)	0.6†	1.5	1.3†
Fashion and General Inv.	2.19	July 15	2.01	3.7	3.41
Lebong Tea	6.5	(a)	2.68	6.5	6.88
Minster Assets	1.23	July 30	1.12	2.73	2.52
Northern Goldsmiths	3.18	—	4.24	4.68	4.24
Peacock Sasini	2.5	July 24	1.28	2.5	2.33
Pegler-Hattersley	3.26	Aug. 8	3.07	5.51	5.07
Petbow	3.44	—	2.25	5.09	5.82(d)
R. and J. Pullman	5.2(c)	—	6.62	7.44	6.62
St. Georges Assets	0.22	July 25	0.22	0.36	0.36
Scottish American Inv. int.	0.6	July 31	0.6	—	1.98
Tobacco Securities ... int.	2.63	—	2.63	—	10.94
U.K. Optical	2.15	Aug. 12	1.99	3.15	2.89
U.S. & General Trust int.	1.4	July 15	1.4	—	3.95
J. O. Walker	1.91	Aug. 7	1.63	2.91	2.68

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. (a) Subject to remittance of funds. (b) Share option proposed. (c) Gross throughout. (d) For 15 months.

Marginal rise at Pullman

CLOTHING manufacturers and retailers **R. and J. Pullman** reports taxable profits for the year to March 31, 1975, slightly higher at £873,000 against £867,000 after a rise from £266,000 to £307,000 in the first half.

Full year earnings are shown to be down from 12.6p to 11.3p per 5p share. The dividend is lifted from 6.615p to the maximum permitted 7.43881p gross with a final of 5.2p.

Turnover rose from £7.7m. to £9.1m. with exports jumping by 63 per cent. to £1.3m.

	1974/5 £000	1973/4 £000
Turnover*	9,108	7,798
Trading profit	1,039	983
Interest charges	137	116
Profit before tax	873	867
Taxation	454	425
Net profit	419	442
Prior year's debit	13	—
Dividends	181	157
Carried forward	225	285

* Including exports £1.33m. (£0.82m.). † Estimated at least 50 per cent. of tax liability will be deferred under present legislation.

The Board states that the figures of the corduroy subsidiary were adversely affected by foreign dumping and price cutting during the last five months of the year and Ursula Fabrics suffered its first profits setback in 20 years and was £60,000 below target. The situation has now improved, with strengthening prices and a growing order book.

The retail division regained its former level of profits after the drop of a year ago. The current year's performance of Paula Lee and Michael de Leon will be the last to be used as a basis on which the company will have to pay for their acquisition. They will then be fully paid for. All payments for other subsidiaries are now complete and this will help cash flow significantly during the coming years.

The current year has got off to a good start in every division. Exports are continuing to take a growing percentage of group turnover. Subject to unforeseen circumstances, the Board states the group looks set for a good year.

● comment

After being 15 per cent. ahead pre-tax at half-time Pullman has finished the year virtually all square. The problems were all confined to the needle cord side where, despite sharp increases in costs, selling prices had to be lowered following dumping by American companies; losses were incurred here in the latter period. The spare capacity has since been absorbed while elsewhere production is being rapidly expanded. Sales on the leather side are some 40 per cent. ahead, with raw material prices having peaked, while all the children's clothing companies are sold out to Christmas. That on top of a 13.8 per cent. yield gives scope for the shares at 57p.

BURMAH OIL REPAYMENT

Burmah Oil Company announces that at the meeting of holders of the 6¼ per cent. debenture stock 1978, the extraordinary resolution to sanction repayment of the stock in full at par on June 30, was duly passed.

Repayment warrants will be posted on or before June 30, 1975, to stockholders registered June 24, for the full amount of their holdings, including the amounts specified in the notices issued in respect of the drawing which took place on May 14.

The Burmah Shareholders Action Group which is fighting the terms of the sale of Burmah Oil's shares in British Petroleum to the Bank of England, is to send a deputation to see the Paymaster General, Mr. Edmund Dell, at the Treasury, on June 18. This is announced in a letter to supporters of the Action Group from Mr. J. M. L. Stone, the Secretary. Prior to this the group is planning to meet with Burmah's chairman, Mr. Alastair Down.

Northern Goldsmiths expansion

PRE-TAX profit of retail jewellers, **Northern Goldsmiths Company**, expanded from £308,338 to £452,830 for the year to February 28, 1975, on turnover up from £2.01m. to £2.73m.

Earnings per 25p share are shown to have risen from 16.23p to 23.13p and the dividend is stepped up from 4.2446p to 4.6774p with a final payment of 3.1774p net.

After tax of £237,744 compared with £160,784 the net balance emerges £67,532 higher at £215,086.

Receiver for Oxley Printing offshoot

The Government has decided against advancing further financial support to the Liverpool printing business of Tinling (1973), a subsidiary of Oxley Printing Group, and a receiver and manager has been appointed to the company who is expected to try and find a purchaser.

The decision, announced yesterday followed discussions between the Department of Industry and Oxley Printing begun in April. Oxley Printing then proposed that the Government should take over Tinling, then subsequently that it should provide a grant of a further £400,000 to cover anticipated losses over the next two years.

The Government's decision not to put up further finance, was taken by the then Secretary for Industry, Mr. Anthony Benn, on the grounds that further finance on this scale would not necessarily secure a viable enterprise. Tinling employs around 370 people and there is concern within the Government about the risk of further unemployment on Merseyside as a result of the decision.

In November 1973 Oxley Printing bought Tinling from the liquidator of C. Tinling and Co. with finance of £600,000 from the Department of Industry and £300,000 from Barclay's Bank secured by fixed charges on the property and floating charges on the undertaking.

The provision of Government support for the acquisition by Oxley and the decision now not to lend further support, were both backed by the Industrial Development Advisory Board.

Commenting on the deterioration in Tinling's trading since the end of its financial year in December 31, 1974, Mr. Graham Noakes, deputy chairman of Oxley Printing, said that the company had incurred substantial losses in the first four months of the year at a rate of approximately £200,000 a year. He said that Oxley's borrowing was stretched and it was therefore unable to fund the cash requirements of Tinling. "The Directors of Oxley are also not able to provide further finance for Tinling because of the effects on the remainder of the group and its 2,000 employees," an official statement from Oxley Printing said.

The statement added that Oxley has decided to make a provision in the final accounts of £225,000 in respect of its investment in Tinling.

ISSUE NEWS

Unicorn £2.4m. Rights

Unicorn Industries announces that it proposes to raise £2.4m. by a rights issue on the basis of one for 4 Ordinary shares or 1 for £4.38 nominal of Convertible stock at 50p per share.

The group points out that it has not raised any new money by an issue to the public for over 25 years, and the expansion of the group's activities and the effects of higher working capital requirements has led to an increasing amount of short term borrowings.

The Board in addition to the rights issue is in the process of negotiating a £3m. loan facility from a syndicate of banks which is expected to be payable over four years.

The Board has already indicated that it has been forced to work short-time in some U.K. factories and redundancies have been made. However, profit for the first quarter of 1975 is a third above the comparable period which was depressed by the three day week, and so should not be taken as a guide to this year's results it is stated.

The directors intend to pay dividends this year totalling not less than the rate of 4.14p net declared for 1974.

Underwriting has been arranged by Morgan Grenfell and Company and Lazard Brothers and Company. Brokers to the issue are Vickers da Costa and Company and Grieveson Grant and Company.

RUBEROID

Ruberoid has allotted, credited as fully paid, 137,661 Ordinary 25p shares, arising on conversion of the 10½ per cent. Partly Convertible Loan stock 1990-95, for which notices were received by May 31, the final conversion date.

Valid notices were received in respect of £110,129 of the stock and consequently £55,065 has been cancelled by the conversion. The number of Ordinary shares now in issue is 10,368,118

RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid Up	Latest Renunc. Date	1975 High	1975 Low	Stock	Closing Price p	+ or −	Div. Amount	Times Covered	Gross Yield	P/E Ratio
—	F.P.	—	£36⅝	£32	Bell Canada ($25)	£32⅛	−⅛	—	—	—	—
48	F.P.	—	65	60	Clive Discount (20p)	52	−2	18	—	8.7	—
‡	F.P.	—	£22¼	£17½	Com.Can. Inv. $US1	£18½	−⅛	$1.8	—	3.4	—
‡R22	F.P.	30/5	355	285	Deelkraal Gold Mining	330	+10	—	—	—	—
‡	F.P.	—	154	120	Ewart New Northern	151	......	—	—	—	—
140	F.P.	20/6	187	154	Rank 'A'	160	−5	—	—	—	—

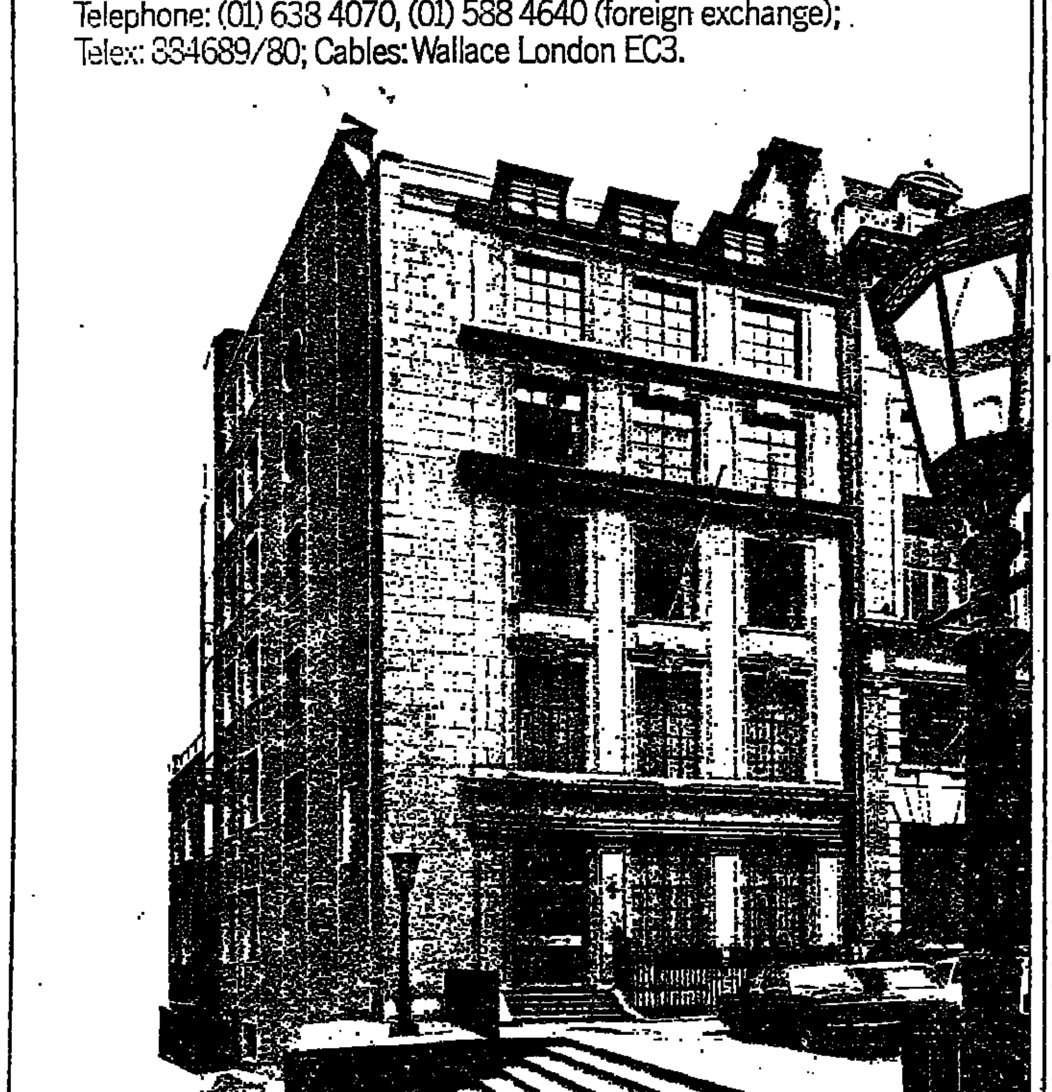
FIXED INTEREST STOCKS

Issue Price	Amount Paid up	Latest Renunc. Date	1975 High	1975 Low	Stock	Closing Price	+ or −
£100	F.P.	—	100½	98⅝	Agricultural Mortgage 11% 1976	100¼	—
‡£100	£25	11/6	65	39½	Allied Irish 10% Conv. Uns 1985	39½	—
£100	£10	11/7	11¾	11⅛	Colne Valley Water 9% Red. Prf. 1980	11⅛	—
£100¼	£10	—	11½	11¼	Folkestone Dist. Water 9% Red. Prf.	11¼	—
‡£100	F.P.	6/6	132	121	Gestetner 'A' 10% Cum. Uns. '90/95	125	−1
$98	F.P.	—	$92½	$91½	Grainges 9¾% Bonds 1985	$92½	+¼
£97¼	£40	—	58¾	57	GLC 12½% Stk. 1982	58½	−¼
a	F.P.	22/8	100	98	Greenwood & Batley 15% Uns. 1978	98	—
£99	F.P.	30/5	102¼	98½	Lincoln Corp. 12% 1980	101	—
†£99	F.P.	30/5	105½	101	Mid-Kent Water 10% Prf. 1980	104½	—
**	F.P.	23/6	105½	101¾	Mid-Southern Water 10% Prf. 1980	103¼	—
$100	F.P.	—	$101½	$100½	Norsk Hydro 9¾% Bds. 1985	$101½	—
£100	F.P.	21/5	123	106	N. Atlantic Secs. 12% Conv. 86-88	118	−1
£100¼	£10	—	11½	11	N. Surrey Water 9% Red Prf. 1980	11	—
††£70	F.P.	—	105¼	100	Rickmansworth & Uxbridge 10% Prf. 1980	103½	—
£100	F.P.	30/5	155	122	Slough Estates 10% Conv. Uns. '87/90	139	−1
£99½	£45	1/8	46¼	43½	Southend-on-Sea 12¾% 1981	44½	—
£99	F.P.	11/4	105	99	S. Staffs. Water 10% Prf. 1980	104	—
**	F.P.	18/4	105	101	Sutton District Water 10% Prf. 1980	101½	—
£99¼	£65	11/7	65	65	Warwickshire 12¾% Red. Stk. 1980	65	—
£1	nil	24/6	10	2½	Waterford Glass 10% Conv. Cum. Red. Pref.	3pm	−1
—	F.P.	14/2	90	60	Worth (Hond) 12% Conv. Uns.	83	—
‡£100	£50	2/10	97	67	Yorks Chems. 12½% Conv. Uns.	82	—

"RIGHTS" OFFERS

Issue Price p	Amount Paid up	Latest Renunc. Dates		Stock	Closing Price p	+ or −
100	F.P.	28/5	30/5	Ash & Lacy	136	[illegible]
55	F.P.	16/5	2/7	Associated Biscuit	65	[illegible]
45	Nil	—	—	Associated Engineering	14½pm	[illegible]
35	F.P.	28/5	30/5	Cadbury Schweppes	44½	[illegible]
A$1.50	Nil	—	—	Commercial Bank of Australia	85pm	[illegible]
45	Nil	—	—	Dupont	4pm	[illegible]
25	F.P.	13/6	11/7	Elliott Grp. (of Peterboro)	8pm	[illegible]
150	F.P.	10/6	12/6	Fairclough (Leonard)	168	+1
175	F.P.	19/5	20/6	Guest Keen	240	+1
52	Nil	16/6	11/7	Hawkins & Tipson	15pm	—
25p	Nil	—	—	Hestair	32pm	[illegible]
125	F.P.	4/6	6/6	Linfood Hldgs.	158	+1
40	Nil	13/6	11/7	Macarthys Pharm.	14pm	—
100	F.P.	28/5	30/5	Madbre & Garton	121	+1
100	F.P.	11/6	11/7	Marshalls Universal	130	+3
60	F.P.	21/5	23/5	Martin Black	105	+1
60	F.P.	16/5	13/6	Morgan Crucible	87½	+1
Kr298	Nil	—	—	Norsk-Hydro	£26pm	—
25½	F.P.	10/6	12/6	Pahang Cons.	41	—
105	Nil	19/6	17/7	Prudential Ass.	18pm	—
47	F.P.	4/6	16/7	Richard & Wallington	61	—
Kr60	Nil	—	—	S.K.F. "B"	280pm	—
300p	Nil	—	—	Siebens Oil & Gas UK	220pm	—
95	F.P.	31/5	2/6	Simon Eng.	96	[illegible]
315p	F.P.	9/6	11/6	Sun Alliance	465	[illegible]
125	F.P.	30/5	3/6	Tarmac	130	[illegible]
75	Nil	—	—	United Biscuits	18pm	[illegible]

Renunciation date usually last day for dealing free of stamp duty. a Issue price to public. b Figures based on prospectus estimate. g Dividend rate paid or payable on part capital, cover based on dividend on full capital. p Pence unless otherwise indicated. u Forecast dividend: cover based on previous year's earnings. F Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividends. ** Issued by tender. ✠ Offered to holders of Ordinary shares as a "rights." ♥ 298 S.Afr. cents. ‡ Issued by way of capitalisation. †† Tender allotment price. ◆ Reintroduced. ‡‡ Issued in connection with reorganisation, merger or take-over. ♣ Introduction. ◆ Issued to former Preference holders. ‡ Allotment letters (or fully-paid). ‡ Provisional or partly-paid allotment letters. ≤ With warrants.



Minster Assets turns in £5.14m.

AFTER A reduced loss of £217,497 against £766,921 at British Midland Airways, taxable profits of Minster Assets climbed from £2.9m. to £5.14m. in 1974, after £2.07m. (£1.07m.) in the first half.

However, after higher tax, minority interests and a transfer to the investment reserve of Minster Insurance of £6.82m. there is a deficit for the year of £3.08m., compared with a surplus of £884,972, which was struck after an extraordinary debit of £303,999.

A deficiency of £5.82m. (surplus £13,696) is dealt with by subsidiaries, and after retained profits brought forward, £1.23m. against £1.31m. is available for appropriation.

Earnings, before the transfer to investment reserve, are shown at 5.24p (3.47p) per 25p share. The dividend is raised from 2.2225p to the maximum permitted 2.73p net with a final of 1.23p.

	1974	1973
	£	£
Minster Ins. Inv. Inc.	3,347,409	2,354,408
Share associate	292	*31,407
Underwriting:		
Marine & aviation	489,918	268,393
Motor, fire & accident	993,068	283,865
Transfer to life fund	408,000	—
Other expenses	232,583	171,006
Minster Ins. total	4,197,174	2,704,193
Lloyd's agencies	743,143	645,140
Insurance broking	412,411	259,784
Inv. hldg., banks, etc.	119,789	*98,383
Applied Art Glass Co.:		
Operating loss	38,807	†15,461
Int. charged by parent	73,136	—
Brit. Midland Airways:		
Operating profit	20,145	*442,889
Int. charged by parent	237,643	140,234
Loss, disposal BAC 1-11	—	183,878
Group profit before tax	5,169,077	2,899,334
Taxation‡	3,354,632	1,702,434
Minority losses	2,239	†7,929
Extraord. debit	—	303,999
To Minster Ins. inv. res.	6,822,728	—
Loss for the year	5,032,051	†884,972
Def. dealt with by subs.	5,513,108	13,696
Brought forward	444,168	427,909
Available	1,227,225	1,369,084
Pref dividends	3,300	4,250
Interim Ordinary	311,544	477,721
Proposed final	419,712	382,945
Leaving	392,169	444,168

* Loss. † Profit. ‡ Corporation tax charged at 52 per cent., except for underwriting profits relating to 1971 and 1972 accounts taxed at 40 per cent. Due to taxation relief on realised losses dealt with through investment reserve, no taxation liability will arise for U.K. corporation tax for year 1974.

The directors say that the Robt. Bradford (Holdings) group of insurance subsidiaries again *reports record trading profits in all fields of its activities.* The capital and free reserves of the Minster Insurance Group as at December 31, 1974, were some 21 per cent. of non-life net premium income. Currently they are estimated to be approximately 35 per cent. of non-life net premium income for 1974 and the present level of trading is very satisfactory.

Diminution in value of investments of £6.8m. after tax relief has been dealt with by way of transfer to investment reserve. Since the year-end there has been an improvement of some £5m. in the market value of quoted investments.

The operating improvement in British Midland Airways has carried on into the current financial year. A reduction in borrowings from the parent company *from £2.065m. to £568,000* took place during 1974 and it is anticipated that these should be completely repaid by the end of 1975.

The high tax provision is principally due to advance corporation tax of £405,000 chargeable on dividends which may not *be recovered within 12 months.* But for this, earnings per share would have been shown as 6.43p.

● comment

The net worth of Minster Assets' insurance subsidiary has now climbed back to around £11½m., taking the solvency margin up to roughly 85 per cent. The head office still accounts for something like £7½m. of this figure—a proportion which will have to be reduced by 1977. But meanwhile the U.K. motor account, which represents roughly three quarters of premium income, remains very profitable. Although other non-life underwriting is facing tougher times, the airline should at last move *into the black this year, and the* dividend decision says something about the group's hopes for profits stability this year. The *market capitalisation* is £14.7m. at 43p, and the yield is almost in double figures—which rightly reflects the group's vulnerability to the motor underwriting cycle.

BOARD MEETINGS

The following companies have notified dates of Board meetings to The Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available whether dividends concerned are interims or finals and the sub-division shown below is based mainly on last year's timetable.

TO-DAY

Interims:—BOC International, C.G.S.B., *East Daggafontein Mines, International* Computers, South African Land and Exploration, South African Townships Mining and Finance, Sungei Bahru Rubber Estates, Vaal Reefs Exploration and *Mining,* Western Deep Levels.

Finals:—Airflow Streamlines, Amalgamated Industrials, British Cinematograph Theatres, British Tar Products, Burnett and Hallamshire, Charrington *Gardner Locket,* George Cohen 600, James Cropper, Crosby Spring Interiors, Electronic Rentals, C. H. Goldrei Foucard, Guthrie, Hambros, Headcrest Investments, Knott Mill, Levers Optical, Thomas Locker, London and Northern Securities, McNeill Group, National Carbonising, Pauls and Whites, Sangers, Sena Sugar Estates, Tobenoil, Tunnel Holdings, UBM, Valor, Vantona, Wheway Watson.

FUTURE DATES

Interims:—

Chown Securities	June 27
Hardys and Hansons	June 26

Finals:—

AVP Industries	Aug. 5
Anderson Strathclyde	June 19
Bucknall Trust	*June 13
Dimplex Industries	June 20
GEI International	June 17
Lawrence (William)	June 17
1925 Investment Trust	June 19
Property Holdings and Inv. Trust	June 18
Racal Electronics	June 24
Tridant Group Printers	June 25
Whitecroft	June 23

* Amended.

Utd Carriers progress

Mr. Graham Millard, chairman of United Carriers, the national express parcels company, told shareholders at the annual meeting that despite the continuing difficult trading conditions, profit figures for the first three months of the current year were ahead of the comparable period for last year.

Mr. Millard said that despite the encouraging first quarter it was not possible to make a forecast for the complete year because of the general extremely difficult conditions.

Land & House to top £1m.

Announcing pre-tax profit of The Land an dHouse Property Corporation down from £964,042 to £629,328 for the six months to March 31, 1975, the *chairman,* Mr. G. Q. Pollard, forecasts that results for the full year are expected to exceed £1m., against £1.41m., subject to no substantial increase in current interest rates.

In considering the interim dividend, up from 1.58p to 1.723p net, *the directors have had regard to* the "significant" benefit that should accrue on adjustments of rents to open market levels as regular reviews occur. The total for 1973-74 was 3.518p.

	Half year 1974-75	1973-74
	£	£
Gross income	1,824,149	1,603,298
Net rental income	391,515	501,198
Net surplus*	290,120	320,822
Share losses assoc. co's.	52,307	‡142,022
Pre-tax profit	629,328	964,042
Tax§	87,250	296,728
Available	279,674	434,727

* On properties acquired for resale and realised during period. § After interest, etc. attributable to development properties *of £343.629 (£407,609) and £165.000 (£195.882)* transfer from realised capital reserves. ‡ Profit.

Taken into account in calculating the tax charge were interest and other expenses related to the company's Australian investment which have been debited to the Profit and Loss Account in the sum of £199,475. A transfer of £95,700 has been made from Capital Reserves, being the net equivalent of the gross amount after tax *relief. Provision for this expenditure* was included in the sum of £3.5m. written off the company's Capital Reserves in respect of its investment in Australia in the year to September 30, 1974. An adjustment has been made to the Capital Reserves of the net equivalent of the gross amount after tax relief.

For the year, Mr. Pollard anticipates that in aggregate, the proceeds from the disposal of investment properties, together with the benefit of discounts on the redemption of associated borrowings, will equate to the value of those properties incorporated in the 1974 Balance Sheet. Capital gains' tax for the year is estimated at £300,000.

The provision for unrealised losses on exchange was increased at March 31, 1975 by £85,127 over the figure provided at September 30, 1974 of £124,472.

PAGE CALNAN

Profits, before tax, of Page Calnan and Company, fell from £383,320 to £273,343 in the year ended February 28, 1975. Due to an agency error the 1973-74 figure was given as £282,320 in yesterday's report.

EMI down in third quarter

THIRD-QUARTER (ended March 31, 1975) net income, before extraordinary items, of EMI shows a reduction from £2.52m. to £2.03m., on sales £18.94m. ahead at £112.48m.

These results do not cause the directors to alter their forecast made on March 11, 1975, in connection with the rights issue. At that time they said: "In the absence of unforeseen circumstances, attributable profits (before extraordinary items) for the full year are expected to be below those of the previous year, but present indications are that the shortfall, in percentage terms, should not be greater, and may be rather less, than in the first half of the year."

A provision of £13.5m. has been made, as an extraordinary item, for the terminal loss associated with the disposal of the Italian *subsidiary, Voxson, previously* estimated to fall within a band of £12m. to £15m.

As announced on May 14, 1975, *the continuing deterioration in* consumer spending in the U.S. resulted in a third-quarter loss by Capitol Industries-EMI, Inc., of $577,000 compared with a profit *of $2,823,000 in the corresponding* period of the previous year. This has contributed to the reduction *in the group's overall results but* the effect has been mitigated by improved results from U.K. leisure activities and medical electronics, the directors explain.

In connection with its filing of a Registration Statement with the Securities and Exchange Commission of the U.S., the directors say that EMI was requested to publish its sales and results for the quarter to March 31, 1975. Results for the first half-year were announced on March 11, 1975.

It is pointed out that the net income before extraordinary items equates to profit attributable to Ordinary stockholders before extraordinary items as normally published in the U.K.

See Lex

Outlook at Gough Bros.

Gough Brothers, wine merchants, will do everything possible to *maintain its momentum, but* there are too many imponderables overhanging the national economic scene to say more, according to *Mr. R. C. Gough,* chairman, in his annual statement.

Referring to the future, the chairman says that the *omens* cannot be disregarded in the most vicious duty increases ever, which were announced in the recent budget by the Chancellor.

"It is difficult, in the wake of the major increase in prices which have followed, to avoid a feeling of bewilderment about the existing margin controls, and I am driven to the conclusion that such controls can only be regarded by the Government as a very minor and dispensable factor in the fight against inflation and the cost of living," he states.

He cannot predict accurately the effects of these duty increases, but in the past heavier taxation has resulted in only a temporary check to sales, and Mr. Gough hopes that this again might be the pattern. The first quarter of the current year has been distorted by the boost in sales prior to and immediately after the budget before the new duties were imposed.

For the year under review, Mr. Gough says that the company has been very selective in its constant search for further shops and during the latter part of 1974 it added eight branches in the Oxford area, bringing the total to 121.

As reported on June 3 pre-tax profit increased from £318,080 to £326,604 in the year ended February 1, 1975. Dividend total is up from 2.72p to 2.76p net.

Meeting, Great Eastern Hotel, EC, on July 9 at 11.30 a.m.

Ingersoll improves to £267,740

TAXABLE profit of Ingersoll Group improved from £254,553 to £267,740 for the year ended March 31, 1975.

At half-way when reporting profits up from £102,803 to £180,610, the directors stated that results for the second half were likely to fall short of "exceptionally" high figures achieved in the previous corresponding period.

Earnings for the year are shown to be up from 4.648p to 5.034p per 25p share and application has been made to the Treasury for consent to the declaration of a dividend of 1.375p (1.25p) net. *The Board says it has no reason to* believe that consent will be withheld.

	1974/5	1973/4
	£	£
Turnover	3,727,232	3,010,655
Watch Division	2,625,097	2,313,575
Cutlery Division	948,423	697,080
Electronics Division	153,732	—
Profit before tax	267,740	254,553
Tax	133,470	130,584
Net profit	134,270	123,969
Dividend	36,671	33,338
Retained	97,599	90,631

Wire & Plastic Products

Mr. J. R. M. Valentine, chairman of Wire and Plastic Products said at the annual meeting, that *in spite of trading difficulties* generally, the group still had full order books.

The Hythe Plant reported sub*stantial progress with new out*lets—mail order companies—and hoped to be supplying some of them by the end o fthe year. The Dartford plant reported in addition to a buoyant turnover, substantial orders from Nigeria and Iraq.

"We are thus looking upon this year with optimism." The cash situation remains strong, and "we are in a good position to take advantage of any propositions that may present themselves," said the chairman.

U.K. Optical jumps 21% —£1.7m. rights

A JUMP of 21 per cent. to £2.63m. in profit, before tax, for the year ended March 31, 1975, and a rights issue to raise £1.7m. for expansion are announced by U.K. *Optical and Industrial Holdings,* Europe's largest manufacturer of ophthalmic lenses and a leading supplier of spectacle frames.

The increased profit was achieved from a turnover 18½ per cent. up at £24m., and reflected an upsurge from £1,185,000 to £1,621,000 in the second half of the year.

Earnings per 25p share are stated to be up from 10.6p to 11.9p. *The dividend is raised by* the permitted maximum — from 2.892p to 3.15p net, with a final of 2.153p.

The rights issue is on the basis of one-for-four at 65p. It is to be underwritten by Hambros Bank.

In view of the proposed issue the Treasury has agreed to consent to the payment in respect of the year ending March 31, 1976, of dividends totalling 4.2p per share net, an increase of about 33 per cent. on the previous year. Subject to unforeseen circumstances, it is intended to recommend dividends at this level in respect of that year.

	1974-75	1973-74
	£000	£000
Group sales:		
Ophthalmic—home	12,749	[illegible]
Ophthalmic—overseas	6,821	5,662
Still group	4,431	[illegible]
Total sales	24,001	20,256
Group profit:		
Ophthalmic group	2,157	1,772
Still group	473	401
Total profit	2,630	2,173
Taxation	1,358	1,046
Net profit	1,272	1,127
Minorities	7	7
Net balance	1,265	1,120
Interim dividend	106	93
Proposed final	231	208
Retained	928	818

Chairman Mr. G. C. D'Arcy Biss says that the preliminary results show further satisfactory increases which underline the ability of the group to maintain reasonable profits even in times of adverse economic conditions. This expansion has been achieved as a *result of the policy of new invest*ment in plant and distribution facilities and the consequential increase in working capital.

The directors emphasise that although they expect the steady growth of sales of optical products in the U.K. to continue, the *opportunities for rapid expansion* lie overseas, especially in Europe. Overseas subsidiaries contributed 10 per cent. of group turnover in 1970/71 and the proportion has risen to 28 per cent. in 1974/75.

The rising level of demand has meant that both turnover and profits in the optical division would have been substantially higher in the past two years but for shortages of products from the manufacturing companies, they explain.

"It is therefore necessary to improve further the service to all customers from the group's U.K. manufacturing base by *increasing* production capacity and by extending the range of stocks held to supply major markets at home *and overseas."*

In addition, the directors consider that it will prove advantageous for both divisions *to have* greater resources available to consolidate and improve *their* positions by selective acquisitions.

They are firmly of the view that these financial requirements *should not be met primarily out* of new borrowings but rather by an increase in the capital base.

To facilitate the rights issue it is proposed to increase the authorised capital from £3,250,000 to £4,062,500 by the creation of an additional 3,250,000 new Ordinary shares of 25p each.

It is intended that provisional allotment letters will be de*spatched on June 26. Last day for* acceptance will be July 17.

Annual meeting will be held on July 24.

● comment

U.K. Optical's pre-tax profits have emerged a fifth above the 1973-74 *level after a 2 per cent. rise at* the interim stage, when a strike plus the works annual holiday restricted growth. A capacity *problem has held expansion on* the ophthalmic division in check, but an increase of some 10 to 15 per cent. in manufacturing output *this year* will enable the group to overcome the backlog of orders, and reach its ideal of supplying from stock. Part of the £1.7m. rights proceeds will be used to finance such capital expenditure, but it seems very probable that the bulk of the cash will be used to reduce short term borrowings. Borrowings had increased to £4.8m. by May this year—a level unacceptable to the group's indicated cautious approach to gearing. Anyway the allowed dividend increase will bump up the yield a couple of points on the ex-rights price over the current 3.7 per cent. *at 87p.*

J. O. Walker

After a first-half standstill when taxable profit amounted to £188,000, compared with £186,000, timber importers J. O. Walker announces a rise from £333,852 to *£390,864 for all 1974.*

A final dividend of 1.905p net raises the total from 2.6825p to the maximum permitted 2.91p.

Tax takes £213,200 (£160,858), leaving the net balance marginally higher at £177,664, against £172,994.

The company has "close" status.

COMPANY NOTICES

GOLD FIELDS GROUP

DECLARATION OF DIVIDENDS AND REDEMPTION OF LOAN STOCK

The following dividends and redemption of loan stock have been declared in South African currency, payable to members registered in the books of the companies concerned at the close of business on 27 June 1975:

Name of Company (All companies are incorporated in the Republic of South Africa)	Dividend No.	Redemption No.	Amount per share cents	Amount per combined unit cents
Doornfontein Gold Mining Company Limited	37		60	
Kloof Gold Mining Company Limited	11		30	
Libanon Gold Mining Company Limited	49		60	
Venterspost Gold Mining Company Limited	71		30	
Vlakfontein Gold Mining Company Limited	64		19	
West Driefontein Gold Mining Company Limited	45		275	
East Driefontein Gold Mining Company Limited				
Ordinary Shares	4		30	
Combined units				30
Loan stock redemption		4		25
"A" shares	1			5

The above mentioned redemption of loan stock is not subject to deduction of South African Non-resident Shareholders' Tax or United Kingdom Income Tax.

THE ATTENTION OF HOLDERS OF COMBINED UNITS OF EAST DRIEFONTEIN GOLD MINING COMPANY LIMITED IS DRAWN TO THE FACT THAT LOAN STOCK REDEMPTION NO. 4 WHICH WILL BE PAID ON 7 AUGUST 1975, CONSTITUTES THE FINAL REPAYMENT. IN TERMS OF THE CONDITIONS RELATING TO COMBINED UNITS, THE "A" SHARES REPRESENTED BY COMBINED UNIT CERTIFICATES WILL THEREAFTER RANK PARI PASSU IN ALL RESPECTS WITH THE ISSUED ORDINARY SHARES OF THE COMPANY. ACCORDINGLY ON 8 AUGUST 1975, THE "A" SHARES WILL BE DESIGNATED AS ORDINARY SHARES AND AS A RESULT THE LISTING OF COMBINED UNITS ON THE JOHANNESBURG STOCK EXCHANGE AND THE STOCK EXCHANGE, LONDON, WILL CEASE AND A SINGLE LISTING OF ORDINARY SHARES WILL BE SUBSTITUTED THEREFOR. ON AND FROM THAT DATE A CERTIFICATE FOR COMBINED UNITS WILL BE ACCEPTED BY THE COMPANY AS REPRESENTING A CERTIFICATE FOR A LIKE NUMBER OF ORDINARY SHARES.

Warrants will be posted on or about 6 August 1975.

Standard conditions relating to the payment of dividends and redemption of loan stock are obtainable at the share transfer offices and the London Office of the companies.

Requests for payment of the dividends or redemption of loan stock in South African currency by members on the United Kingdom registers must be received by the companies concerned on or before 27 June 1975 as set out in the above mentioned Conditions.

The registers of members will be closed from 28 June to 4 July 1975, inclusive.

By Order of the Boards.
C. E. WENNER, H. J. GREEN,
Joint London Secretaries.

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United Kingdom Registrars
Lloyds Bank Limited,
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10 June 1975.

Armitage Shanks falls by £2.1m.

A FURTHER FALL in the second half from £1.93m. to £685,000 has left pre-tax profit of Armitage Shanks Group down from £3.88m. to £1.8m. during the year to March 29, 1975. Bank borrowings increased from £170,000 to £419,000.

The directors report that demand for products has, as a result of the decline in the activity of the building industry, fallen short of manufacturing capabilities. Linked closely as the company is with the building and construction industry, they find it "hazardous" to make a prediction in these uncertain times but they add, however, that "the group is in a *position to benefit from an upturn* in trade."

Dividend total is down from 6.245p net per 25p share to 3.96p, with a *final* of 1.95p.

At half-way, when pre-tax profit was down from £1.95m. to £1.11m., the directors said that the level of *profitability* was not *likely* to be improved upon and in view of uncertainties generally final dividend might not be at the previous year's level.

Now, referring to the additional interest cost of £370,000, they say this was due to reduced profitability together with the increased level of stocks and the completion of the capital expenditure programme of last year. Unfortunately, it has not yet been possible to utilise this additional capacity, they add.

Australian and Irish companies were particularly affected by cost *inflation and a fall in demand,* and were responsible for a reduction in profits in excess of £300,000.

While the previous year had the benefit of rising copper prices the charge against profits this year due to falling prices was around £150,000.

And the remainder of the difference in profits lies mainly in the reduced manufacturing level together with the difficulty of recovering cost increases in prevailing market conditions, state the directors. Furthermore, the price code imposes a three months time lag and restricts the amount of wage awards which can be used in applications for price increases.

However, increased stock levels enabled the company to provide the greatly improved service which is necessary at a time *when stockists are reducing their* own inventories.

During the year sales of group products in the U.K. remained at *a relatively high level despite the* decline in the overall market situation. Exports made a "significant" contribution with an increase in turnover of about two-thirds.

	1974-75	1973-74
	£000	£000
Turnover	24,930	22,970
Trading profit	2,218	4,047
Loan stock interest	65	64
Debenture interest	38	45
Bank interest	318	61
Profit before tax	1,799	3,877
Taxation	925	1,948
Profit after tax	874	1,929
Minority profits	117	160
Extraordinary credits	25	†68
Dividends	636	1,033
Retained	106	665

† Debit.

● comment

Armitage Shanks' interim statement had prepared the market both for a fall in full-year profits and a lower final dividend. So the outcome of a 54 per cent. drop, taking in a fall of nearly two-thirds in the second six months, only knocked 2p off the share price to 58p last night, compared with the year's high of 73½p. The problem has been a general decline in demand, particularly for brass fittings. There has recently been some pick-up in sales but cost pressures, especially wage *rises,* have held back any recovery in margins. Anyway, profits in 1975-76 should not have to suffer from last year's downturn of about *£300,000 caused by the fall in the* copper price. Capital spending of roughly £2m. pushed up bank borrowings by £3m. last year, and debt is now over 50 per cent. of shareholders funds. Although the group is not making any forecast, it could be over the worst on the trading side, while there is always the consolation of an 11.7 per cent. yield.

Tobacco Securities Trust Company Limited

INTERIM STATEMENT

At a meeting of the Board of Directors held on 11th June, 1975 an unchanged interim dividend of 10½% (2.625p per 25p unit) on the Ordinary Capital of the Company was declared in respect of the year to 31st October, 1975. This dividend carries an associated tax credit of approximately 5.654% (1.413p) and is payable on 16th July 1975.

Unaudited Group Accounts for the 6 months to 30th April 1975 include (£'000's):—

	6 months to 30th April 1975	1974	Year to 31st Oct., 1974
Income from quoted investments	1,039	1,130	1,987
Income from unquoted investments	446	499	2,307
Other income	445	579	1,112
	1,930	2,208	5,406
Expenses	54	37	79
Net profit before taxation	1,876	2,171	5,327
Overseas withholding taxes	109	131	241
U.K. taxation (net)	487	521	1,766
	596	652	2,007
Net profit of the Group	1,280	1,519	3,320
Cost of dividend on Ordinary Capital at 10½% (2.625p per 25p unit) (1974 10½% 2.625p per 25p unit)	420	420	

Income from both quoted and unquoted investments is lower because certain dividends received in the first half of 1974 are receivable in the second half of 1975. This reduction is offset to some extent by dividends received on reinvestment of part of the amounts previously held on deposit.

"Other Income" is mainly interest and is less than last year due to this reinvestment and to lower rates of interest.

As indicated in last year's accounts, there may well be some reduction in net income in 1975 as compared with 1974 but it is expected that dividends will be *maintained.*

There has been a substantial increase in the value of the Group's quoted investments since 31st October 1974.

Transfers of Ordinary Stock received in order by the Registrar—Lloyds Bank Limited, The Causeway, Goring-by-Sea, Worthing, West Sussex, BN12 6DA by 18th June 1975 will be registered in time for the transferees to receive the dividend.

INTERNATIONAL COMPANY NEWS + EURO MARKETS

Hoechst dividend could be maintained

BY GUY HAWTIN

BONN, June 11.

HOECHST SHAREHOLDERS were told to-day that per DM50 nominal share a DM9 dividend for 1975 was "still theoretically realisable." The leading West German chemical group, it appears, is determined to maintain its newly increased dividend level despite a substantial decline in turnover.

Dr. Rolf Sammet, chairman of the concern's executive Board, told the annual meeting in Frankfurt that it was probable that Hoechst would make sufficient net profits during the current year to maintain the 18 per cent. dividend paid for 1974. The dividend was increased from 1973's 17 per cent. following net profits of DM641m.—DM121m. more than in 1973.

But although prospects on the dividend front seem reasonably secure Dr. Sammet warned that the concern was still "marching through the bottom of the valley." Over the first five months of the year there had been decline in demand both at home and abroad compared with the performance in the same period of the previous year.

Turnover from January to the end of May totalled DM4.6bn., down 7.8 per cent. compared with the first five months of 1974, he said. The forecast was that in 1975 Hoechst's turnover would fall back by between 5 per cent. and 10 per cent.

Domestic demand over the period dropped by an average of 3.6 per cent., while exports were particularly hard hit, registering an average drop of 11.9 per cent. If there was a real 2 per cent. increase in home consumption during the year, said Dr. Sammet, then the domestic demand for chemicals would also increase. The situation abroad however remained and much depended on improvements in overseas demand for an improvement in overall performance.

Low demand during the year has hit volume output and this, naturally, has been reflected in higher unit costs of production. Hours worked have also been affected and some employees have been hit by short-time working.

In the long term, however, said Dr. Sammet, the chemical industry remained optimistic. It was expecting an above average growth rate in the long term, while in the medium-term it thought "a zero growth rate" highly unlikely.

All in all, Dr. Sammet seemed generally optimistic, though perhaps a shade less so than he did early last month. Then he told journalists: "we consider that there is little probability of the performance in the first quarter being characteristic of the year as a whole, although the first signs of an upswing are scanty and not clearly marked."

The upswing still seems a long way off and Hoechst is not alone in looking for more palpable signs of it. It seems that for this year at least Hoechst has at last come to terms with the prospects of a pretty thin year.

Tough year for Krauss-Maffei

BY NICHOLAS COLCHESTER

BONN, June 11.

KRAUSS-MAFFEI, maker of locomotives and, as constructor of the Leopard tank, one of West Germany's most important defence contractors, had a bad year in 1974 and faces a tough one in 1975. The annual report reveals that the abandonment of its magnetic levitation urban transport research project cost the company more than DM10m. last year; it covered this through the sale of property to break even.

In 1974, the company was profitable in its weaponry business, in the construction of locomotives for Federal railways and in the manufacture of material processing equipment. But alongside its loss on the "transport systems" division, Krauss-Maffei also suffered from a collapse in the market for plastic processing machinery. It sees world over-capacity here and no sign of a recovery, so it is considering how best to redeploy its manufacturing assets elsewhere in the plastic machinery business.

In the weapons business, Krauss-Maffei is going through a slack year before entering another active phase of construction in 1976. The basic German order for the Leopard battle tank has now been filled but further orders for 120 from Denmark (with options on another 80) and 42 from Australia will demand fresh deliveries in 1976. When these orders have been met, Krauss-Maffei will have built some 4,500 of these Leopard Is. Its next major contract will be the Gepard anti-aircraft tank, and the German Army has ordered 450 of these costing some DM4m. apiece. Deliveries of the Gepard will start in the middle of 1976.

Beyond that, Krauss-Maffei also has great hopes for the Leopard II, the successor tank, and by a factor of two, the most powerful tank in the Western Alliance. No decision has yet been taken on this tank by the German Government, but the signs are that the suspension system and the power unit, at least, will form the basis of a future tank development. The Leopard II prototype has just completed very successful trials in the U.S. and will participate next year in competitive trials with the American XM1 tank prototype. It is Krauss-Maffei's hope that the Leopard II tank could form the basis of a "reverse flow" weapon standardisation contract from Europe to America.

Krauss-Maffei is continuing its research with MBB into high-speed magnetic levitation transport systems but concedes now that "MAGLEV" has no future in urban transport. The company was forced to give up its contract to build a MAGLEV demonstration system in Toronto, Canada. This setback, the troubles in the plastics business, and the hiatus in the weapon orderbook is having a bad effect on the company's finances. Its bank liquidity dropped last year by DM42bn. to DM10bn., and K-M borrowed an extra DM6.5m. from a subsidiary, as well as raising its short-term bank borrowing substantially.

COB capital gains appeal

BY RUPERT CORNWELL

PARIS, June 11.

THE COMMISSION des Operations de Bourse has taken advantage of the mounting controversy in France over the impending arrival of a methodical capital gains tax to propose sweeping changes in the country's fiscal laws, to the benefit of small shareholders.

In its 1974 annual report, published to-day, the COB, the watchdog agency of the Paris Bourse, appeals for a system that would not penalise shareholders as at present, but put them on the same tax footing as other categories of investor, notably the highly privileged buyer of bonds.

Its request is for shareholders to be exempt from tax up to a certain investment income, as well as for a more generous treatment of capital losses. The COB also urges more favourable arrangements for the SICAV's—the French equivalent of the unit trusts—which are still the most effective means of attracting the smaller saver to the financial markets.

The transparent motive for the appeal is the open fear of the COB that the capital gains tax, due to be brought in by the end of this year as part of the Government's plans to reduce social inequalities, will prove to be just another nail in the coffin of the French stockmarket, despite a series of efforts in the past few years to streamline it.

For the rest, the annual report goes over much well-worn ground in its pleas for new legislation to make the Bourse a safer place for the innocent small investor to tread.

The report also calls for better protection for shareholders in the form of a surer flow of corporate news, including the consolidation of accounts and the replacement of the present virtually meaningless "provisional situations" with full six monthly figures from companies.

The COB is seeking as well a simplification of the market process, and is beating the familiar drum of curbs on "insider" trading. It has been perhaps the feeling of the small investor that he is but the reluctant pawn of smooth professional operators that has most prevented the true "democratisation" of the Paris Bourse.

However should another of the Commission's recommendations, that treatment of minority shareholders in takeover moves be improved, really be implemented, this suspicion might be largely allayed.

Dull 1975 start for Montedison

By Tony Robinson

ROME, June 11.

LOWER SALES, reduction of stocks and subsequent under utilisation of plant has meant no growth in turnover for Montedison over the first four months of 1975. Consolidated group turnover reached L1,124bn. virtually unchanged from the first four months of 1974 when prices on the domestic market were lower, because of the Government's price freeze.

Parent company Montedison contributed L514.7bn and the subsidiaries L608.7bn. to the group total. Sixty-eight per cent. of group sales were on the domestic market, with foreign subsidiaries contributing 8 per cent. and exports from Italy 24 per cent.

Worst hit sectors were Petrochemicals, where group sales dropped 22 per cent. to L359bn. and fibres, down 22 per cent. to L114bn. But Government price controls on Fertilisers and Pharmaceuticals have also led to losses despite higher turnover. Better exports of fertilisers and Insecticides contributed to the 51 per cent. increase in turnover to L157bn. in this sector. Drug turnover rose 15 per cent. to L68bn., and industrial products sales rose 10 per cent. to L115bn. The drop in domestic consumption slowed the recent fast growth of the Standa supermarket operation to 17 per cent., raising turnover to L163bn.

Over this four month period, Montedison started work on investments worth L268bn., of which 58 per cent. is in petrochemicals, 16 per cent. in fertilisers and 13 per cent. in industrial products. Fibre investments initiated totalled 4.6 per cent. and drugs only one per cent. of the total investment spent.

Lancia losses double

By Tony Robinson

LANCIA'S results have confirmed that the troubles of Italian quality car manufacturers are not limited to Maserati. Lancia is a wholly-Fiat owned car manufacturer, and has announced a 1974 loss of L46bn. (£32m.), after depreciation of L15bn. and provisions of L6bn. The 1973 loss was L23bn.

Domestic sales fell by 16 per cent. and export sales by 12 per cent. last year, leading to short time working. This has not prevented a continuous build up of stocks and financing these inventories, plus other higher costs, at high interest rates, was one of the major causes of Lancia's losses.

Despite this, Lancia is continuing with its five year investment and expansion programme laid down in 1970. This has led to investment of L141bn. (about £100m.) over this period, of which L51bn. was spent last year alone.

Eurofima capital increase

By John Wicks

ZURICH, June 11.

THE EUROPEAN railways' rolling stock financing body, Eurofima, has decided on an increase of its share capital next year from Sw.Frs.300m. to 500m., with a sum of Sw.Fr.50m of the increase to be paid in immediately. The capital increase is necessary due to rising business volume, according to a board statement. Major single shareholders in Eurofima are German Federal Railway and French National Railways with 25 per cent. each.

Eurofima, which at the end of the past business year owned 32,492 goods wagons, 1,224 passenger wagons, 1,361 diesel locomotives, 95 electric locomotives, 211 electric railcars and 103 diesel railcars, booked profits for 1974 of Sw.Fr.12.86m. (11.96m.) and is to pay a maximum statutory dividend for the year of 4 per cent. The body raised a financing sum over the year equivalent to Sw.Fr.544m. (493m. at end-of-year exchange rates) and concluded 55 contracts with ten member railway administrations with a total value of Sw.Fr.493m.

SELECTED EURODOLLAR BOND PRICES MID-DAY INDICATIONS

STRAIGHTS	Bid	Offer
Amax 8¾pc 1986	99	100
Ashland 8pc 1987	94½	95½
Australwiss 8¾pc 1987	91	92
BFCE 9pc 1989	98	99
Borregaard 8½pc 1989	96½	97½
Carrier 8pc 1987	90	91
Conoco 8pc 1984	97	98
Consol Foods 7⅞pc 1991	87½	88½
Cutler Hammer 8pc 1987	91½	92½
EIB 9¾pc 1985	101½	102½
Esso 8pc 1986 Nov.	97	98
General Cable 8½pc 1987	88	90
General Motors 8¾pc 1986	102	103
GTE 8½pc 1996	97½	98½
ICI 7½pc 1992	77	79
Nat. Grindlays 7½pc 1987	77	79
Pacific Light 8pc 1986	91½	92½
Prov. of Quebec 7½pc 1988	89	90
Quebec Hydro 8½pc 1989	98	99
Queensland 8¾pc 1987	89½	90½
Scanraff 8½pc 1988	94½	95½
Shell 8pc 1986	97	99
Standard Oil (Inc.) 8½pc '88	99½	100½
Tenneco 7¾pc 1987	86½	87½
Transocean 8pc 1986	98	99
TRW 8½pc 1986	95½	96½
Utah 8pc 1987	93½	94½
Volvo 8½pc 1988	99½	100½
NOTES		
Air France 9¾pc 1982	102½	103½
Australia Ind. Dv. 10½pc '81	103½	104½
Barclays 7½pc 1978	97	98
CIE Nat Du Rhone 10pc '82	104	105
Du Pont 7½pc 1978	101½	102½
Esso 7½pc 1978	101	102
General Motors 9½pc 1976	101	102
Marubeni 9½pc 1980	102½	103½
Nippon Fudosan 10½pc 1981	103½	104½
Svensk Enskilda 10½pc '81	104	105
Tenneco 7½pc 1979	98	99
Tokyo Curacao 10½pc 1981	103½	104½

Source: White Weld Securities London.

CONVERTIBLES	Bid	Offer
American Express 4¼pc '87	83	84
Ashland 5pc 1988	90	92
Beatrice Foods 4¼pc 1992	93	95
Beatrice Foods 4½pc 1992	102	104
Borden 5pc 1992	88	90
Broadway Hale 4½pc 1987	74	76
Canon Camera 7¾pc 1989	93	95
Carnation 4pc 1987	88	90
Chevron 5pc 1988	101½	103½
Dart 4¾pc 1987	86	88
Eastman Kodak 4½pc 1988	115	117
Economic Labs 4¾pc 1987	80	82
Ekdal 7½pc 1989	99	101
Ford 6pc 1986	81	83
Ford 5pc 1988	74	76
Fuji 6½pc 1983	110	..
General Electric 4¼pc 1987	84	86
Gillette 4¾pc 1987	81	83
Gould 5pc 1987	80	82
Halliburton 4¼pc 1987	123	125
Harris 5pc 1992	66	68
Hitachi 6¾pc 1984	106	
Honeywell 6pc 1986	77	79
ITT 4½pc 1987	65	67
Komatsu 6½pc 1984	171	
J. Ray McDermott 4¾pc '87	134½	136½
Mitsui 5¾pc 1989	130	
J. P. Morgan 4¼pc 1987	122	124
Motorola 4½pc 1983	124	
Owens Illinois 4½pc 1987	54	56
J. C. Penney 4½pc 1987	62	64
Pioneer 6¾pc 1989	123	126
Rand Selection 6¾pc 1988	101	105
Rank 4½pc 1990	43	45
Revlon 4¾pc 1987	101	103
Sperry Rand 4¼pc 1987	99	101
Squibb 4¼pc 1987	58	60
Toshiba 6½pc 1985	123	
Union Carbide 4½pc 1982	101	103
Warner Lambert 4¼pc 1987	94	96
Warner Lambert 4½pc 1988	54	56
Xerox 5pc 1988	77	79

Source: Kidder, Peabody Securities.

Premier sales position for Nippon Steel in 1974-5

BY OUR ASIA CORRESPONDENT

NIPPON STEEL retained its top place for sales among Japanese businesses in the financial year which ended in March 1975. Matsushita Electric won back the first place in the profit league which it had last held three years ago. But Matsushita's profit of Y35bn. ($117m.) fell by 30 per cent. and the Y35bn. figure would only have given it fifth place in the year ending March 1974.

According to a survey of the 780 companies on the first section of the Tokyo Stock Exchange, made by the Nikkei Economic Electronic Data Service, many leading companies reported sharp dips in profits because of sluggish sales and heavy increases in raw material costs and wages. The motor, textile, electric and electronic industries were particularly badly hit, including such international names as Toyota Motor, Sony and Toray Industries.

Toyota had been top of the post-tax profit league in the two previous years, but last year it dropped to fourth position as its profits fell to a third of the previous year's figure. Sony dropped from sixth to ninth place after its profits fell by 20 per cent. Only 126 companies had profits of more than Y10bn. against 34 in 1973-74.

On the other hand, some sectors like electric power, petroleum refining and steel manufacturing, did comparatively better, mainly because of price increases.

The survey shows that ten companies had sales worth more than Y1,000bn. ($3.33bn.) compared to five the previous year.

Nippon Steel led the way with sales of Y2,287bn., but its profits fell by 40 per cent., though it kept second place in the profit league, another token of the tough year.

Among the trading companies, Mitsubishi had the highest sales with Y9,408bn. followed by Mitsui with Y8,619bn. and Marubeni with Y5,557bn.

The leading company in the table of the ratio of profits compared to total liabilities and net worth was Dai-Nippon Sugar Manufacturing with 15.92 per cent. Maruichi Steel Tube showed 13.6 per cent.

Kyoto Ceramic to top forecast

KYOTO, June 11.

KYOTO CERAMIC Co.'s net profit for the year ending March 31, 1976, is likely to exceed its initial forecast because of an upturn in demand for most of its products. The company would also distribute a 15 per cent. free issue to shareholders if the company's profits per share reach Yen150 this year.

Kyoto Ceramic earlier forecast a net profit for the year ending March 31 at Yen3.8bn., or Yen 137.61 per share. This compares with Yen3.23bn., or Yen134.44 per share, a year earlier. Kyoto Ceramic distributed a 15 per cent. free issue to shareholders this year.

Sales were originally estimated at Yen23.5bn. for the current full year, up from Yen20.8bn. a year earlier. The company did not give any specific figures for the current, more optimistic outlook.

A labour agreement freezing wages this year at last year's level contributed however to the higher profit expectations. Kyoto Ceramic granted a 34.9 per cent. wage increase to its workers last year. There have been no major cost increases so far this year. Overall production costs rose about 6 per cent. last year.

Kyoto Ceramic produces high-grade ceramic products for the semi-conductor, electric equipment and related industries.

Despite a change to full year accounting, the company plans to pay a dividend for the half year ending September 30. It paid Yen8.75 per share for the half year ended March 31, unchanged from a year earlier.

The company will try to boost sales in the non-electronics sector to around 30 per cent. of its overall volume from nearly 20 per cent. at present, mainly through the development of new products. This sector consists of machine-tool parts, pollution control equipment and other industrial machinery.

In line with the diversification programme, a joint venture in Japan will be set up around August, with a U.S. concern, to produce solar battery raw materials. The projected concern will be capitalised at around Yen500-600m. and be majority owned by K-C.

The capital spend this year should be Yen1.6m. and this includes establishment costs for the solar battery joint venture.

This spring K-C bought a plant from Honeywell, located in San Diego, to boost its U.S. subsidiary's capacity. The purchase price was not disclosed.

The company is again studying the possibility of listing its common shares overseas, possibly on the New York Stock Exchange, because of the gradual improvement in business confidence. Kyoto Ceramic suspended its listing study in June last year, because of deteriorating economic conditions.

A listing in New York could help the company avoid the impact which a possible tightening of foreign exchange controls by the Japanese Government would have on fund raising for overseas subsidiaries. Kyoto Ceramic has a wholly-owned U.S. unit, Kyocera International.

An improvement in exports is expected this year, because inventory adjustments in the U.S. electronics industry appear to have been completed around February. Another major market, Southeast Asia, is considered likely to follow trends in the U.S. because of close relations between the U.S. electronic industry and producers there.

Recently K-C exported to the Soviet Union a ceramics-based electronics plant valued at Y5.1bn. It is expected to start full operations in June next year. The company will receive a payment of Y3.5bn. this year of which royalty payments will account for Y1.2bn.

Domestic markets are also improving, centering on shipments of parts for desk-top calculators. Japan's desk-top calculator production is estimated to grow 20 per cent. this year from last year's estimated 8m. units.

AP-DJ

Company Results

Borel to avoid capital rise

Jacques Borel International will give priority to growth sectors that do not require new investment in order to avoid any further increase of its capital before 1980.

Sales are expected to grow at an annual rate of 35 to 40 per cent. over the next five years (48.3 per cent. annually from 1958 to 1974) to a level of Frs.5bn. in 1980, giving a consolidated net profit then of Frs.125m. (16.2m. in 1974).

The company announced a 20 per cent. capital increase to Frs. 123m. at its meeting last month.

○ **Armco Steel** is experiencing severely reduced activity and profits. Higher earnings from diversified businesses will not prevent a sharp drop in corporate earnings for the second quarter and also the full year.

May was the poorest steel shipment month to date. Destocking will be greatest during April, May and June, but it should end around July.

No major upturn until the fourth quarter is expected. By then higher automotive sales are expected as the 1976 models are introduced. Some increased strength in appliances and the beginning of a pickup in housing, should also be seen. Shipments of steel plate, large bar products and pipe are expected to be fairly good throughout the year.

Armco's Steel subsidiary is operating a little bit better than breakeven, for the second quarter. But all four major parts of the Enterprises group are doing better this year.

● **Canadian Imperial Bank of Commerce** is paying a dividend of 30 cents for the quarter ending July 31, 1975, pay July 28.

● **Baloise**, which owns the Baloise insurance companies, recommends payment for the past financial year of an unchanged dividend of Sw.Frs.12 per share. Net profits rose from Sw.Frs.4.9m. to Sw.Frs.5.26m. for the year.

● **Losinger** recommends a 1974 dividend of Sw.Frs.60 per bearer and Registered share, plus Sw.Frs.10 bonus per Bearer share.

A fall in net profit for the year to Sw.Frs.3.65m. (Sw.Frs.4.73m.) is reported. Group turnover rose 3 per cent. to Sw.Frs.576m. for 1974 and consolidated net profits fell to Sw.Frs.7.04m. (Sw.Frs.8.31m.). Shareholders must approve an increase in capital to Sw.Frs.30m. (Sw.Frs. 20m.) by the issue of new Registered and Bearer shares.

● **Vallourec** hopes to maintain the 1975 dividend at Frs.15.75 per share on capital increased by 25 per cent.

The payment is already covered by profits carried over from 1974 and dividends totalling Frs.25m. from subsidiaries, to be paid this year.

The company has a major investment programme under way, aimed at guaranteeing ample production capacity of unwelded steel tubes. Vallourec also plans to build a plant for long length stainless steel welded tubes for nuclear plants.

Orders already taken for these two products, which account for 60 per cent. of the company's activities, and improved supply conditions mean profits should be satisfactory this year.

● **Brown Harriman and International** accounts for the year ended March 31, 1975, show profit before taxation of £435,893 compared with £300,794. Profit after tax shows an increase from £123,354 in the previous year to £201,293 for the year just ended.

Chairman Sir John Hogg referring to the difficult conditions which prevailed in the Eurobond market last year said: "In spite of these conditions the bank managed to achieve considerable progress by broadening its customer base, selectively increasing its placing power and its services to investors and engaging in active and profitable secondary trading activities." He found it especially encouraging that the growth in the bank's profitability has been achieved without any increase in total assets of the bank.

● **Deutsche Fina** reports a net 1974 loss of DM5.7m. (DM23.0m. profit). Parent company gross sales were DM1.1bn. (DM906m.).

The company lost almost DM40 per tonne of finished product sales, although most of this loss was covered by transfers from reserves. Losses increased in the first months of the current year.

Polaroid's new movie system

By Jay Palmer

NEW YORK, June 11.

POLAROID will probably, if all goes well, be in a position to market its long awaited instant movie camera system some time late next year or in early 1977. According to court papers filed recently in Chicago in support of Bell and Howell's law suit against Polaroid, key components of the revolutionary instant-movie system are already past the prototype stage.

The evidence introduced by B and H provides the first glimpse of what Polaroid's new movie system will look like. Similar to, but incompatible with, the company's SX-70 instant print camera, the movie system will consist of four main units—a projector (developed by B and H), camera, instant film cassette and disposable device containing developing chemicals.

Polaroid already has, according to B and H, several hundred projectors and it is assumed that the company's own in-house development of the other three units has reached an advanced stage. Certainly it is known from the court evidence that Polaroid was, until troubles on the SX-70 forced a diversion of R and D effort, planning to introduce the movie system in 1974.

The B and H projector, which apparently resembles a small portable TV set, would take the exposed "land-cine film" from its cassette, run it through the processor device, blow the developed film dry and wind it on a spool for immediate viewing. The whole process is believed to take only a matter of minutes.

B and H's current suit against Polaroid seeks damages and costs for the company's alleged failure to cover development costs of the new projector. It also seeks compensation for Polaroid's alleged attempts to use B and H's designs and actual projector units in less expensive foreign manufacturing centres.

Nabisco hopeful

SAN FRANCISCO, June 11.

NABISCO expects that the first quarter's 11 per cent. earnings increase will continue in the second quarter, Chairman Robert M. Schaeberle said after an analysts' meeting.

Mr. Schaeberle said that he was optimistic that earnings and sales this year would top the $2.85 a share earned on sales of $1.8bn. in 1974.

He said profit margins will improve over the 2.5 per cent. of last year because of lower commodity prices and improved operations.

Earlier Mr. Schaeberle told analysts that Nabisco expects 1975 capital spending of about $60m., down from $67.6m. in 1974.

He said that since price reductions of 4 to 17 per cent. in late May, unit sales of crackers, cookies and snacks have surged far ahead of predicted levels and are currently exceeding the same period last year.

Reuter

هكذا عن الأصل

MINING NEWS

Inflation hits Kalgoorlie

BY KENNETH MARSTON

ST INFLATION is hitting the ies in the Kalgoorlie area of stern Australia; but there is an ment of brinkmanship in the uation, comments our corres- dent.

le points out that last week's rs of a cutback in the gold rations of Kalgoorlie Lake View ether with plans for the closure Great Boulder's Carr Boyd ks nickel mine came just ore visits to the town by mem- s of the Federal Energy and ources Committee and by the stern Australia premier, Sir rles Court.

his week Sir Charles has sug- ted that "in some respects the iculties now apparent are y the tip of the iceberg for mining industry." He added, is to be hoped that the current t (of the Federal committee) ght influence the Common- alth to change its restrictive icies in regard to the mining ustry."

he committee members have sidered that Kalgoorlie Lake w (controlled by Western Min- and Poseidon) might avoid retrenchment of workers by exchange of equity for vernment finance.

Vestern Mining has told the ons that lay-offs can be ided if the State Government vides $300,000 (£174,000) carry- r finance within a week or if Federal Government gives it hin a month. Meanwhile, the od in Kalgoorlie is despondent h construction costs rising at rly double the rate of con- ner prices.

IO ALGOM $25M. SSUE TERMS

erms are now announced of SC25m. (£10.6m.) rights issue ch has been under considera- by the Rio Tinto-Zinc group's per cent.-owned Canadian arm, Algom. The latter is offering common share at $21 (£8.87) every 10 held at June 18.

.S. residents are not entitled apply, but may sell their rights ich will be traded on the onto and Montreal stock hanges until the close of iness on July 10. Preston es and Tinto Holdings Canada to take up their entitlements the issue.

n order to take up its Rio om share entitlement, Preston es is also making a rights ie, the terms being one-for- ht at $10.75 (£4.54).

n addition to the rights issue, Algom is making a public ring of $50m. debentures of per cent. maturing July 15, 5. The new funds to be raised to be used by Rio Algom for eral corporate purposes in- ding expansion of the Elliot ce uranium operations and new steel production facilities. The shares were £19¼ cum-premium in London yesterday.

ROUND-UP

Applying a higher cut-off grade, Endeavour Oil says that probable sulphide nickel ore reserves at the Forrestania deposit in Western Australia now amount to 1.99m. tonnes averaging 2.14 per cent. nickel. America's Amax has a 70 per cent. stake in the prospect. Endeavour shares were unchanged at 15p yesterday.

Australia's EZ Industries reports that subscriptions in excess of $14m. have been received for its $15m. (£8.7m.) debenture issue. The issue, which offers rates varying from 13 per cent. for five years to 13.75 per cent. for 15 years, will close as soon as $15m. has been subscribed and no later than June 20.

The first stage of Project Mining's proposed field exploration programme at the Australian company's uranium leases at Jim Jim in the Northern Territory is now in progress. This was stated by the chairman, Sir Paul Strasser, in reply to a Sydney Stock Exchange query regarding the risk in the price of the shares.

MINING BRIEFS

ELECTROLYTIC ZINC—

	Four weeks to May 28 1975 tonnes	April 30 1975 tonnes
Risdon Works		
Zinc	9,027	7,581
West Coast Mines		
Ore treated	42,731	39,899
Lead concentrate	1,071	946
Zinc concentrate	8,050	5,622
Copper concentrate	1,157	1,497

PEKO-WALLSEND

	36 weeks to 18.3.75	36 weeks to 5.3.74
Peko Mine		
Treated (tonnes)	85,782	98,069
Copper (tonnes)	2,175	2,610
Gold (ounces)	6,053	4,746
Bismuth (kilograms)	24,176	—
Warrego Mine		
Treated (tonnes)	281,531	309,425
Copper (tonnes)	3,968	5,578
Gold (ounces)	47,610	15,718
Bismuth (kilograms)	215,368	16,691
Selenium (kilograms)	11,102	643
Orlando Mine		
Treated (tonnes)	8,815	8,311
Copper (tonnes)	393	450
Gold (ounces)	553	773
Juno Mine		
Treated (tonnes)	44,294	49,745
Copper (tonnes)	223	223
Gold (ounces)	89,100	57,358
Bismuth (kilograms)	285,614	294,927
Selenium (kilograms)	14,855	13,629
Mount Morgan Mine		
Treated (tonnes)	850,090	864,210
Copper (tonnes)	7,821	6,503
Gold (ounces)	29,623	45,254
King Island Mine		
Treated (tonnes)	196,729	210,898
Tungstic Oxide (WO3) (m.t.u.'s)	80,757	77,398
Pelton and Gretley Collieries		
Washed coal (tonnes)	420,109	351,515

Production of copper, gold, bismuth and selenium from the Peko, Warrego, Orlando and Gecko mines at Tennant Creek reported as metals contained in concentrate. Reduced copper production during third quarter reflects suspension, early in February, of copper mining, milling and smelting operations in Tennant Creek.

MALAYSIAN TIN—May: Tribute-ore sold 6.00 tonnes (April: 5.76 tonnes). Working profit £625 (£195).

South Africa retains gold

SOUTH AFRICA RETAINS GOLD LAST WEEK saw the first retention of gold by South Africa since the week ended January 10, according to figures issued by the Reserve Bank.

Since that time, all of the Republic's newly mined output, which has ranged between 14.5 tonnes and 13 tonnes a week and is currently estimated at around 13.5 tonnes, has been sold on the free market together with varying amounts of bullion from reserves.

According to the figures issued for the week ended June 6, gold holdings rose by R2.4m. to R521.7m. which suggests that some 2¼ tonnes of metal was transferred to reserves.

The action might well have been prompted by the U.S. Treasury's announcement at the beginning of this month that a second gold auction is to be held on June 30.

The amount offered is to be 500,000 ozs against the 2m. ozs offered on January 6 this year when only 754,000 ozs were sold. Following the news of the latest auction the bullion price fell from $168 per ounce to $161.75. It closed at $ yesterday.

Bluemel midway advance

MANUFACTURERS of cycle and motor accessories, etc., Bluemel Bros., reports that from turnover up from £1.55m. to £1.73m. pre-tax profit advanced from £54,614 to £121,227 for the six months to March 29, 1975.

The directors say that intake of orders in the first few weeks of the second half has shown a tendency to slacken in both home and export markets and if there is a significant fall in the trade of the group in the next few months, as appears likely from national economic trends, it may well be that the second half of year will not show the usual percentage increase over the first.

Stated earnings are 2.536p (1.082p) per 25p share. The interim dividend is lifted from 0.75p to 1.225p (the 1973 level), but the directors state that the total for the year is likely to be subject to Government restriction. Last year's total was 2.5p from profits of £203,802.

After tax for the first half of £63,558 (£30,000) the net balance emerges up from £24,614 to £57,669.

Results exclude Bluemel Steering Wheels which made a loss before tax of £17,061 (£4,549) up to March 29.

Bluemel Steering Wheels ceased manufacturing. With effect from February 28, Bluemel Bros. will continue to manufacture and sell its conventional range of plastic moulded steering wheels.

Equity Consort improves

Net revenue of Equity Consort Investment Trust improved from £198,894 to £214,467 in the year to April 30, 1975 after tax up from £105,339 to £125,292.

The dividend total is 5.4225p (5.45p) net with a final of 3.4125p.

The directors will make a cash offer for the companies 4½ per cent. convertible unsecured loan stock 1994 amounting to £75 per £100 stock as an alternative to conversion rights of holders between June 21 and July 21.

Interest on stock converted or tendered under the cash offer will cease to accrue from April 30, 1975. At May 5, 1975, purchases by the company for cancellation of the stock amounted to £653,611.

COMPANY NEWS

Spillers forecasts big upturn

A MATERIAL improvement in profitability this year was forecast at the annual meeting of Spillers yesterday by Mr. Michael Vernon, the chairman.

He said that last year he drew attention to two serious problems which were then adversely affecting the level of profits: First, that the group's baking activities were having a very difficult time; and, secondly, that requirements for working capital were rising sharply as a result of an increasing rate of inflation in the U.K. and the upswing of commodity prices; this, coupled with higher rates of interest, led to a significant advance in interest charges.

The group's position at the moment on those two factors is materially different, he went on. "On baking, the major reorganisation had led to a substantial reduction in the rate of loss compared with last year, and there had been some modest amelioration of the situation because of the changes introduced in Stage 4 of the Counter-inflation Programme.

As regards interest charges, he confirmed the remarks made in his statement that owing to a material reduction in group borrowings and a decline in interest rates, total charges in the first half of the current year would show a "marked reduction by comparison with last year."

"Due to a considerable extent to the factors to which I have already referred, the group profit for the first half of this year is expected to show a substantial improvement in comparison with the corresponding period in 1974," Mr. Vernon forecast.

Bonas Webb sees return to profits

In his annual statement, the chairman of Bonas Webb, Mr. J. H. Bonas, tells members that he believes that in fair conditions, the company will show a healthy return.

While he forecasts a return to profitability this year, "the depth of the recession makes it impossible . . . to be more specific at this stage."

Explaining what has been done to overcome the group's problems, he says that prime importance has been given to preserving the sound financial base and liquidity. Automatic Brading Company (Nottingham) was disposed of and another, Airpak, is in the process of being wound down and its property sold.

A small, but potentially profitable investment has been made in purchasing all the issued share capital of Avon Heat Transfers and as from May 30, 1975 the interlining and tie lining businesses of Stroud Riley and Company have been purchased.

As reported on May 31, the group incurred a pre-tax loss of £74,251 in 1974, compared with a profit of £208,683 previously. The dividend total is 0.3p (1.47p) net.

The group manufactures components for the textile and clothing industry and bricks.

Meeting, Melton Mowbray on July 3 at 11 a.m.

LAZARD PROPERTY

The Lazard Property Unit Trust is making a thirteenth issue of units, to close on June 25, 1975, at a price of £1.185 per unit. The estimated initial yield, allowing for the £13m. currently invested in short-term deposits, will, unless the return on these deposits falls sharply, be about 7.8 per cent. at the subscription price.

The results for the year to March 25 1975 reveal that net rents receivable together with non-property income amount to £4.07m., against £3.8m. last year. The amount distributable to Certificate Holders for the year is equivalent to a gross amount of £89.91474 per unit.

Standstill at Ocean Wilsons

AFTER RISING slightly from £750,114 to £767,396 in the first half, taxable profits of Ocean Wilsons (Holdings) finished the year to January 31, 1975, virtually unchanged at £1,610,212 compared with £1,613,391. Turnover rose from £24.3m. to £30.71m.

After tax down from £512,782 to £500,680, earnings are shown to be up from 16.63p to 16.77p per 20p share. The dividend is lifted from 1.94628p to the maximum permitted 2.12598p net with a final of 1.12598p.

CES profits well ahead

Mr. Murray Gordon, chairman of Combined English Stores Group, reported to the annual meeting that the current year had started well with sales and profits running at substantially higher levels than last year.

Some further sales of leasehold properties had been made and sale proceeds exceeded the amounts included in the valuation referred to in the annual report.

The group strategy of concentrating on the expansion of the ladies fashion accessories and mens wear divisions had proved "most rewarding and we shall open a considerable number of additional new units in prime positions this year," said the chairman.

"Despite the economic situation, trading and trading conditions are excellent for our Group and I do not expect you to be disappointed by the results."

Statement Page 25

BIDS AND DEALS

TINLINE OFFER FOR SEAHAM HARBOUR

Tinline Estates has informed Seaham Harbour Dock Co. that it proposes to make an offer to acquire all the Ordinary £10 shares at a price of £26 per share. The offer will be unconditional and the Board of Seaham has indicated that it will recommend acceptance to its holders.

Tinline has obtained irrevocable undertakings to accept the offer from the holders of approximately 75 per cent. of the Ordinary shares of Seaham. The Board of Seaham has indicated that it will be accepting in respect of its holdings which amount to about a further 10 per cent.

BRITISH LION

Mr. Barry Spikings, a director of British Lion, this morning stated categorically that there was no truth in the stories in the Press to the effect that British Lion shortly would be making an offer for Shepperton Studios.

ASSOC. LEISURE

Associated Leisure has acquired Midland Trading Estate, Rugby, from Consolidated Factory Bldgs. for £550,000 cash.

ROBT. FISHER

Robert Fisher (Packing and Shipping), the London-based shipping and forwarding group has acquired the Watford firm, Gates of Elstree, specialising in household removals.

CRODA—MYH

In view of the fact that Croda has now declared its offers unconditional and Midland-Yorkshire Holdings is now effectively a subsidiary the Board of Midland-Yorkshire recommends shareholders to accept Croda's offers for their shares rather than become a minority holder in a subsidiary of Croda. Croda has extended its offers until 3 p.m. on June 20.

Croda is offering for each Midland-Yorkshire Ordinary share either seven fully paid Croda Ordinary shares or 360p in cash.

SHARE STAKES

Astra Securities now hold 1,772,989 shares (23.6 per cent.) in Zinc Alloy and Rust Proofing Company.

Charterhouse Japhet bought, on its own account, 30,000 Ordinary in Sealed Motor Construction Company at 43p per share on June 6 and a further 20,000 at 43p per share on June 10.

City and Foreign Investment Company-Drayton Premiere Investment Trust has sold 85,000 Ordinary shares in the company, reducing its holding to 300,000 shares—equivalent to 12.5 per cent. of the capital.

Isle of Man Associated Investments-Trinity Capital Trust is beneficial owners of 300,000 Ordinary shares.

CAPLAN PROFILE

Caplan Profile Group says in a letter to shareholders that it has paid £186,000 for the assets of Chair Design Associates. In March of this year Caplan said that it had agreed to acquire the business from the Receiver of Chair Design and that the total consideration was not expected to exceed £170,000.

ASSOCIATES DEALS

Laurence Prust has sold 25,000 shares of Yatton Furniture on behalf of a client at 7½p per share. These are in addition to sales reported on June 6.

Charterhouse Japhet brought, on its own account 10,000 Ordinary shares in Myson Group at a price of 73½p.

Boys-Stones Simpson-Spencer purchased 5,000 Ordinary in Wright Scriven at 13p per share on behalf of Ferguson Industrial Holdings.

Cazanove and Co. sold on behalf of an associate 8,000 Sealed Motor Construction Ordinary at 42p.

Rowe and Pitman, Hurst-Brown bought on behalf of Hambros Bank associates of Thorn Electrical Industries 30,000 Ordinary stock units at 78p each.

HOWMAR

Howe-Baker Engineers Incorporated and Marsco International announce that they have merged their electrical desalting and treating activities in certain areas.

The Howe-Baker desalting and treating activities in Europe, Russia and Iran will be merged with those of Marsco which has changed its name to Howmar International.

As a result of the merger Howmar will be able to supply the combined technologies and engineering facilities of Howe-Baker and Marsco in Europe, Russia and Iran.

CAMPBELL—GRAY

Campbell-Gray, plant hire group, completed the acquisition of Ivy Laundry of Peckham.

BUSINESS AND INVESTMENT OPPORTUNITIES

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APPOINTMENTS

Regional director for Lloyds Bank

Mr. J. W. Devonshire has been appointed a regional director on the Greater London Regional Board of LLOYDS BANK under the chairmanship of Lord Lloyd. Mr. Devonshire retired as a regional general manager of the bank last November.

★

Mr. Alexander Orr has been appointed financial controller of the X-Ray Systems division of EMI. He was previously with Lancer Boss.

★

Mr. Haydn Webborn, general manager of the Unit Inspection Company, British Steel Corporation, has been elected president of EUROTEST, the Brussels-based association of eight European inspection companies involved in the non-destructive testing of steel. His term of office will be two years.

★

Mr. Hugh G. Wrigglesworth, finance director of the MERSEY DOCKS AND HARBOUR COMPANY, is retiring after the annual meeting on July 17, not June 17 as reported on Tuesday.

★

Following his appointment as directeur generale of Kleinwort, Benson (Geneva) S.A., Mr. M. C. Devas has resigned from the Board of the FAMILY INVESTMENT TRUST.

★

Mr. J. H. Porter has been appointed chairman and general manager of IRANIAN OIL SERVICES from June 16. He succeeds Mr. J. B. Green, who relinquishes his position prior to his retirement from the BP Group.

★

Mr. George R. Jones and Mr. Harry Sumner, associate directors of the N.G. BAILEY AND CO., have joined the main Board. Mr. Raymond Kirk and Mr. Ben Ripley become associate directors. Mr. Dave Foster has been appointed to the Board of Bailey's (Scotland), a subsidiary.

★

Sir Clifford Naunton Morgan has been appointed chairman of the PERMANENT INSURANCE COMPANY. He succeeds Dr. Thomas Hunt, who has resigned as chairman to reduce his commitments, but remains on the Board. The company is a subsidiary of the Medical Sickness Annuity and Life Assurance Society.

★

Mr. Ron Marshall has been appointed group marketing director of GEORGE WEST from July 1.

★

Mr. J. C. Dunn has been appointed managing director of the GATX-OSWEGO (U.K.).

★

Mr. Harry Bickerton, vice-chairman of BATCHELOR ROBINSON AND CO., has been appointed group chairman following the death of Mr. John Batchelor.

★

Mr. Derek Jeffs, general manager, has been appointed to the Board of TOSHIBA (U.K.)—the British subsidiary of the Tokyo Shibaura.

★

Mr. William Morris has been appointed chartering director of SEABRIDGE SHIPPING SERVICES. He has been succeeded as marketing director by Mr. Michael Kreymeier.

★

Mr. Lionel Maybew, of Neilson Hornby Crichton and Co., Liverpool, has been elected as a member of the Council of the STOCK EXCHANGE as a representative of the Northern with Belfast Unit. The appointment is effective from June 26 and Mr. Mayhew will serve initially for three years.

★

Mr. Eric W. Cheadle has been appointed chairman of the council of the PRINTERS' CHARITABLE CORPORATION, in succession to Mr. H. J. C. Stevens.

★

Mr. A. J. Keys will be resigning from the partnership of SHEPPARDS AND CHASE from June 30, but will continue as a consultant. He is joining a firm of research consultants.

★

Mr. Guy V. Parker has become chairman of BRITISH URALITE, succeeding his brother Mr. Gordon D. Parker, who has resigned because of increasing personal and family commitments.

★

Mr. H. R. Dickinson has been elected chairman of the PRESS ASSOCIATION for 1975-6. He has been a director of the agency since 1969.

★

Mr. Roy Thiels has become managing director of NATIONAL SEMICONDUCTOR in Greenock. He replaces Mr. George Rutland who has been appointed to a management position in the Far East.

HOME CONTRACTS

Cooperheat wins BSC furnace order

COOPERHEAT has been awarded a contract by the special steel division of the British Steel Corporation for thes upply of three furnaces. These are to be installed at its River Don Works, Sheffield, and will be used in the heat treatment of heavy and armour casting which can weigh up to 200 tons. The bogey hearth furnaces are each fired by six high velocity burners (rated at 5m. BTU per hour) using coke oven gas, but are designed to allow conversion to natural or propane gas. In addition to the funraces, Cooperheat will also supply the chimneys, instrument houses, remote bogies and door control systems.

★

N. G. BAILEY AND CO., Leeds, has won orders worth a total of £400,000. One valued at £200,000, is for the complete electrical installation for phase 1 of the new building at the Thomas Danby College, Leeds. Another contract, worth about £130,000, is for the electrical installation at the Marsh Way development in Wakefield. This consists of a new office block for Commercial Union Assurance Company, with a linked multi-storey car park for theWakefield Metropolitan District Council. The third order, which involves lighting and electrical power, is for the Halifax Water Pollution Control Works factory, which produces organic manure.

★

TELEPHONE RENTALS has received five contracts worth £220,000 from the South Eastern Gas Board for the installation of ACD systems to handle public inquiries and complaints. They will be installed in SEGAS offices at Brighton, Brixton, Kingston, Old Kent Road (London), and Purley Way, Croydon.

★

S. G. BROWN COMMUNICATIONS, part of the Racal Electronics Group, has been awarded an order worth £100,000 for their Series 21A 200 audio ancillaries test set. The contract is from the Ministry of Defence, on behalf of the Royal Air Force.

★

D-MAC has received orders totalling more than £80,000 for digitising systems and bureau services. Among these is a £22,000 order from Tameside Metropolitan Borough Council for large-scale digitising bureau facilities. These will supply digitised data as part of a scheme to provide a complete corporate management information system.

You think you've got problems bringing up children.

We've got 7000.

If you're bringing up a family you'll know the problems only too well.

And the only difference between our problems and your problems is that Barnardo's has over 7000 children to care about. Children of all colours and creeds. Children with family problems, or only one parent, or no parents at all.

To give all these children a better chance in life, we run homes, schools and Day Care centres. We provide a wide range of services for the handicapped. We work to keep families together. It all takes a lot of love and Christian charity. It also takes money. And there's not so much of that around.

If you'd like to help Dr. Barnardo's, a donation is the quickest and easiest way. Or you could remember us in your Will, make out a Deed of Covenant or join a local fund raising group.

And if you'd like a good reason why you should help our family, we can give you 7000.

We can't give unless you do.

Barnardo's
Britain's largest child care charity.

I enclose a donation of £1 ☐ £2 ☐ £5 ☐ £10 ☐ £20 ☐ £..........
I would like to know more about Wills/Covenants. ☐
I would like to know how I can help Barnardo's. ☐ (tick box)
(Make cheque/PO payable to Dr. Barnardo's).

NAME..........
(Please print clearly)
ADDRESS..........

Post to: Dr. Barnardo's, Dept. WI 167
Barkingside, Ilford, Essex IG6 1QG.

Entertainment Guide

OPERA & BALLET

COVENT GARDEN. 240 1911. THE ROYAL OPERA Tonight and Tue. 7.30 Madama Butterfly. Tomor. 7 La forza del destino. Sat. and Mon. 6.30 Die Frau ohne Schatten. Seats available except Tues. Theatre closed Wednesday.

GLYNDEBOURNE FESTIVAL OPERA. Until August 6 with the London Philharmonic Orchestra. Today, Sat. and Wed. at 5.15 Yevgeny Onyegin (Tchaikovsky) Tomorrow, Sun. and Tues. at 5.40 The Cunning Little Vixen (Janacek) Tkts. £11.90 and £10.80. "Vixen" tkts. left unsold the previous day sold at 2 for the price of 1. Box Office: Glyndebourne, Lewes (Ringmer 812411) and Ibbs and Tillett, 124, Wigmore St. (01-935 1010).

SADLER'S WELLS THEATRE. Rosebery Ave. EC1. 837 1672. Until June 28. NEDERLANDS DANS THEATER Tonight 7.30: Moves, Sellose, Juice.

THE ROYAL BALLET AT BATTERSEA PARK. 240 1911. Today 2.30 & 7.30: Les Sylphides, Prodigal Son, Elite Syncopations. Tomor. 7.30, Sat. 2.30 & 7.30, Mon. 1.30 & 7.30: Coppelia. Tue. & Wed. 7.30: La Bayadere, Side Show, Shukumei, The Concert. Seats avail. tomor., Sat. & Mon. eve. Bkgs. day of perf. at The Royal Opera House until 5 p.m., then at Battersea Park from 6 p.m.

THEATRES

ADELPHI THEATRE. 01-836 7611. Evgs. 7.30. Mat. Thurs., Sat. 3.00. "JEAN SIMMONS returns in triumph." E.N. HERMIONE GINGOLD "Fabulous woman." D. Mirror. JOSS ACKLAND "Beautiful performance." Observer. A LITTLE NIGHT MUSIC "Music That Ravishes The Senses. A Show Kissed With Genius." Guardian.

ALBERY. 836 3878. Red. price prevs. Evenings at 8. Sats. 5 and 8.15. Opens Monday at 7. JUDI DENCH, DANIEL MASSEY THE GAY LORD QUEX with SIAN PHILLIPS Directed by JOHN GIELGUD

ALDWYCH. 836 6404. Return by public demand of Tom Stoppard's award-winning TRAVESTIES "Should on no account be missed." Obs. (Evgs. 7.30. Mat. Sat. 2.30.) Ends July 12. Recorded booking info. 836 5332.

AMBASSADORS. 836 1171. Mon.-Th. 8.15. Fri. 6, 8.15. Sats. 6.30, 8.45. Geoffrey SUMNER, Jane DOWNS, Terence ALEXANDER, Joyce HERON, Bill KERR, Marguerite HARDIMAN, Helen GILL, Ray COONEY in London's Hit Comedy THERE GOES THE BRIDE Seats £2.50, £2, £1 OR all inclusive Top price Theatre ticket plus Dinner at a delightful nearby restaurant. £5.50 per head.

AMBASSADORS. Also Late Night Revue at 11.15 p.m. to 12.15. All tickets £1. HINGE & BRACKET SIXTY GLORIOUS MINUTES

APOLLO. 437 2663. Evenings 8.0. Mats. Thurs. 3.00. Sats. 5.00 and 8.30. MARGARET LEIGHTON ALEC GUINNESS in A FAMILY AND A FORTUNE

ARTS THEATRE CLUB 836 3334. Great Newport St. (adj. Leic. Sq. Underground). Instant temp. membership available 15p. Evenings Tues. and Sun. at 8.00 King's Head Theatre production KENNEDY'S CHILDREN "The PLAY IS FANTASTIC." Observer.

CAMBRIDGE THEATRE. 836 6056. "MUSICAL HIT OF THE SEASON." E.N. Michael DENISON, Derek GRIFFITHS, Val PRINGLE, Norman BEATON in THE BLACK MIKADO "TERRIFIC ENTERTAINMENT." S. Exp. Evgs. 7.30. Mat Tues., Sat. 2.30.

CHICHESTER. 0243 86333. Today & June 14 at 2.0 CYRANO DE BERGERAC "Jose Ferrer's Carnival Production triumphs." D. Exp. Tonight & June 13, 14 at 7.0 AN ENEMY OF THE PEOPLE "Tremendous, undiluted, overwhelming, uproarious fun." S. Times.

COMEDY. 930 2578. Evgs. 8.00. Sats. at 5.30 and 8.30. Matinees Thurs. 3.00 "The delectable HAYLEY MILLS." D.T. PETER DONAT LEIGH LAWSON "Samuel Taylor's Joyous Comedy." E.N. A TOUCH OF SPRING "Effervescent direction by Allan Davis." F.T. "THE AUDIENCE were WEAK with LAUGHTER." F.T. "THIS FROLIC IS SUCH FUN." E.N.

CRITERION. 930 3216. Evgs. 8. Sats. 5.30 and 8.15. Mats. Thurs. at 3. GERALDINE McEWAN RODERICK COOK JAMIE ROSS "OH COWARD!" A musical comedy revue with words and music by Noel Coward.

DRURY LANE. 836 8108. Evenings 7.30 Matinees Wed. and Sat. 2.30 MICHAEL CRAWFORD in BILLY A NEW MUSICAL "MICHAEL CRAWFORD A WHOPPING WONDERFUL STAGE STAR." News of the World. "HE AND HIS SHOW ARE A TREAT." Sunday Express.

DUCHESS THEATRE. 836 8243. Evenings 8.0. Fri., Sat. 6.15, 9.0. ALIVE ON STAGE OH! CALCUTTA! OVER 1,500 PERFORMANCES "BREATHTAKINGLY BEAUTIFUL." S. Tel. "THE NUDITY IS STUNNING." D. Tel.

DUKE OF YORK'S. 836 5122. Evs. 8. Sats. 5 & 8.30. Mats. Th. 3. BERYL REID, MALCOLM McDOWELL, RONALD FRASER ENTERTAINING MR. SLOANE From the JOE ORTON Festival "Contains not only the funniest seduction scene in modern theatre, but performances from Beryl Reid and Malcolm McDowell that will surely find their way into everyone's 10 best list." Sunday Express.

FORTUNE. 836 2238. Evenings at 8.00. Sats. 5.30 & 8.30. Th. 2.45 red. prices. SLEUTH "THE BEST THRILLER EVER." N.Y. Times. 6th GREAT YEAR.

GARRICK. 836 4601. Evgs. 8.0 SHARP. Sat. 5.00 & 8.30. Red. price Wed. 3.00. ROBERT STEPHENS in MURDERER by ANTHONY SHAFFER "BRILLIANT AND EXCITING."

GLOBE THEATRE. 437 1592. BEST PLAY OF THE YEAR Evening Standard Drama Award RONALD PICKUP in THE NORMAN CONQUESTS by ALAN AYCKBOURN RN'D & R'ND THE GARDEN Tnt. 8.15. Sat. 8.30. Wed. 3.0: TABLE MANNERS Tomor., Mon., Wed. 8.15: LIVING TOGETHER Sat. 5.30, Tues. 8.15.

GREENWICH. 858 7755. CHARADES. THE KNIGHT OF THE BURNING PESTLE Tonight 7.0. Subs. 8.0. Mat. Sat. 2.30.

HAYMARKET. 930 9832. Evgs. 7.45. Mat. Wed. 2.30. Sat. 4.30 and 8.00. JOHN CLEMENTS in Ronald Millar/C. P. Snow's THE CASE IN QUESTION "An excellent evening's entertainment... an enthralling story." —Harold Hobson, Sunday Times.

HER MAJESTY'S. 930 6606. Evgs. 8.0. Fri. and Sat. 6.0 and 8.40. HAIR

KING'S ROAD THEATRE. 352 7488. Mon. to Th. 9.00 Fri. Sat. 7.30, 9.30 THE ROCKY HORROR SHOW BEST MUSICAL OF THE YEAR Evening Standard Drama Award '73

LYRIC. 437 3686. Evenings 8.0. Fri. 8.30. Thurs., Sat. 5.00 and 8.30. JOHN, PAUL, GEORGE, RINGO ... AND BERT Evening Standard Award— BEST MUSICAL OF THE YEAR Plays and Players Award— BEST MUSICAL OF THE YEAR

MAY FAIR. 629 3036. Fully air cond. Evenings 8.15. Sat. 5.30 and 8.40. BILLIE WHITELAW, BARBARA FERRIS and DINSDALE LANDEN in ALPHABETICAL ORDER. "Michael Frayn's comedy is a delightful experience." Evening Standard.

MERMAID. 248 7656. Food 248 2835. Evgs. 8.00. Mat. Thur., Sat. 3.00. Bernard Shaw's THE DOCTOR'S DILEMMA Ends June 14. Opening June 19. THE MERRY WIVES OF WINDSOR FULL DINNER WINE AND BEST THEATRE SEAT FOR £4.95.

NEW LONDON. (405 0072.) THURBER played by WILLIAM WINDOM a rare and memorable evening of laughter. Opens Mon. June 23 at 7.0. Subs. Mon. to Thur. 8.0. Fri., Sat. 5.30, 8.30.

OLD VIC. THE NATIONAL THEATRE 928 7616. Today 2.15 (reduced price mat.) Ton't & Wed. 7.30: Harold Pinter's NO MAN'S LAND Tomorrow, Monday & Tuesday 7.30, Sat. 2.15 & 7.30. Last perfs. of: JOHN GABRIEL BORKMAN Some seats held for sale day of performance from 10 a.m.

OPEN AIR, Regent's Park. 01-486 2431. New Auditorium opening delayed THE TAMING OF THE SHREW play Round House until July 5. A MIDSUMMER NIGHT'S DREAM opens here July 16.

OPEN SPACE. 580 4970. Temp. m'ship. Ntly. 8.0 (ex. Mon.) MEASURE FOR MEASURE Shakespeare/Marowitz. "A fascinating exercise in textual tampering." D. Tel.

PALACE. 437 6834. Mon.-Thurs. 8.00 Fri. and Sat. 6.00-8.40. JESUS CHRIST SUPERSTAR

PALLADIUM. 437 7373. Evenings 7.30. Mats. Wed., Sat. 2.45 TOMMY STEELE IN LONDON'S MOST BEAUTIFUL MUSICAL HANS ANDERSEN "SUMPTUOUS SPECTACLE. SPLENDID SONGS. IT'S WONDERFUL." Dly. Exp. SEATS AVAIL. THEATRE AND AGENTS.

PHOENIX THEATRE. 01-836 8611. Evenings 7.45. Sats. 5.45 and 8.45 GODSPELL "IS MAGNIFICENT." Sunday Times. Special late night perf. Friday 10.45.

PICCADILLY. 437 4506. Evgs. 8. Sats 5.30 and 8.30. Matinees Wed. at 3. JIMMY JEWEL ALFRED MARKS in NEIL SIMON'S THE SUNSHINE BOYS "Audience rocking in their chairs."—D. Express. "A laugh a minute." D. Tel. "Continuous laughter" E. Std.

PRINCE OF WALES. 930 8681. Evenings 8.00. Mats. Wed. Sat. 3.00. JAMES STEWART in HARVEY "Heartwarming triumph." Ev. News. LIMITED SEASON ONLY.

QUEEN'S. 01-734 1166. Reduced price previews tomorrow, Mon., Tues. 8.0, Sat. 5.30 & 8.30. VINCENT PRICE CORAL BROWNE CHARLES GRAY in ARDELE A Play by JEAN ANOUILH First Night Wed. June 18 at 7.0.

RAYMOND REVUE BAR THEATRE. 734 1593. At 7 p.m., 9 p.m., 11 p.m. PAUL RAYMOND presents THE FESTIVAL OF EROTICA '75

REGENT. 323 2707. Evenings 8.30. Fri., Sat. 7.00 and 9.15. 10th MONTH OF SENSATIONAL STAGE SHOW OF THE '70s LET MY PEOPLE COME —An ADULT MUSICAL. "Never a dull moment." Evening News. 100 tickets held for sale at door.

ROUND HOUSE. 267 2564. Evgs. Mon.-Fri. at 8. Sats. 5, 8.30. Mats. Wed. & Thurs. at 2.30. Until July 5. Jeremy Irons Zoe Wanamaker "Both excellently attuned performances." Sun. Telegraph in THE TAMING OF THE SHREW "SPIRITED EVENING OF MASQUERADING COMEDY." Daily Tel.

ROYAL COURT. 730 1745. JOE ORTON FESTIVAL Evgs. 8. Sat. 5 and 8.30. JILL BENNETT PHILIP STONE LOOT "Hilarious." Exp. "Masterpiece." Tel. Sunday only at 8 Cleo LAINE and John DANKWORTH

SAVOY. 01-836 8888. Evenings 8.00. Sat. 5.00 and 8.15. "ALASTAIR SIM at his best." D. Tel. RON MOODY DANDY NICHOLS THE CLANDESTINE MARRIAGE Directed by IAN McKELLEN

SHAFTESBURY. 836 6596. Mon.-Fri. 8.00. (Mat. Friday 5.00. Reduced 75p-£1.50) Sat. 5.30 and 8.30. WEST SIDE STORY "Bursting to life with unflagging theatrical excitement." S. Tel. "A dazzling winner, I strongly recommend it." F.T. "Miracle." Guardian. "Brilliant." S. Tel.

SHAW THEATRE. 01-388 1394. Evgs. 7.30. Mat. Tues., Fri. 3.00. SUSAN HAMPSHIRE in AS YOU LIKE IT

ST. MARTIN'S. 836 1443. Evenings 8.00. Mats. Tues. 2.45. Sats. 5.0, 8.0. Agatha Christie's THE MOUSETRAP World's longest-ever run. 23rd YEAR.

STRAND. 836 2660. Evenings 8.00. Mats. Thurs. 3.00. Sat. 5.30 and 8.30. DORIS HARE LEO FRANKLYN RICHARD CALDICOT ANDREW SACHS NO SEX PLEASE, WE'RE BRITISH Directed by Allan Davis LONDON'S LONGEST LAUGHTER HIT.

TALK OF THE TOWN. 01-734 5051. From 8.15. Dining and Dancing. At 9.30 Revue A TOUCH OF VELVET and at 11 p.m. DAILEY & WAYNE. Opening Thursday next: CLIFF RICHARD

VAUDEVILLE. 836 9988. Evenings 8.00. Mat. Tues. 3.00. Sats. 5.30 and 8.40. MILLICENT MARTIN, AMANDA BARRIE in ALAN AYCKBOURN'S ABSURD PERSON SINGULAR Best Comedy of Year, E. Std. Award '73

VICTORIA PALACE. 834 1317. (No perfs. Monday). Tues., Fri. 8.00. Wed., Thurs. Sat. 6.00 and 8.45. MAX BYGRAVES in "SWINGALONGAMAX" New Song and Laughter Spectacular with Rogers and Starr, Bobby Crush, Denise Keene and Happy and Full Co.

WHITEHALL. 930 6692-7765. Evs. 8.30. Wed. and Sat. 6.15 and 8.45. PAUL RAYMOND presents THE CONFESSIONS OF A SEX STAR SNATCH 69 FANTASTIC HILARIOUS EROTIC ENTERTAINMENT

WINDMILL THEATRE. 437 6312. PAUL RAYMOND presents LET'S GET LAID featuring JOHN INMAN— "ARE YOU BEING SERVED?" Twice Nightly at 7.00 and 9.00.

WYNDHAM'S. 836 3028. Evenings at 8.00. Sat. 5.00 and 8.30. Mats. Wed. 3.00 "PAUL SCOFIELD as Prospero SHOULD NOT BE MISSED ON ANY ACCOUNT" B. A. YOUNG Financial Times. (Limited Season) THE TEMPEST Last Weeks. Must close July 12.

YOUNG VIC (nr Old Vic). 928 6363. Tonight at 8 ASHES.

CINEMAS

ABC 1 & 2 Shaftesbury Ave. 836 8861. Sep. Perfs. All Seats Bkble. 1. The Godfather Part II (X). Wk. & Sun. 2.45, 8.00. 2. Murder on the Orient Express (A). Wk. & Sun. 2.30, 5.30, 8.30.

CASINO. 437 6877. EARTHQUAKE (A). You'll feel it as well as see it in SENSURROUND. Progs. daily 2.30, 5.30, 8.30. Bookable.

CURZON, Curzon Street, W.1. 499 3737. ALICE DOESN'T LIVE HERE ANYMORE (AA). Progs. at 1.55 (not Sun.) 4.00, 6.15, 8.30. Late show Sat. 11 p.m.

EMPIRE, Leicester Square. THE DAY OF THE LOCUST (X). Progs. Daily 2.00, 5.10, 8.15. Late Show 11.30 p.m. Sep. Perfs. All seats bookable. No phone bookings.

LEICESTER SQUARE THEATRE. 930 5252. See! Hear! Feel! TOMMY (AA). The film event of the Year. Sep. Perfs. 1.20, 4.30, 8.00. Sun. 4.30, 8.00. Late show Fri. & Sat. 11.15. All seats bkble.

ODEON, Haymarket (930 2738-2771). Warren Beatty, Julie Christie, Goldie Hawn in SHAMPOO (X). Sep. perfs. Wk. and Sun. 1.15, 4.45, 8.15. Shampoo at 1.55, 5.30, 8.55. Late show Fri. & Sat. 11.45. All seats bkble.

ODEON, Marble Arch (723 2011/2). Streisand & Caan FUNNY LADY (A). Sep. perfs. Wk. 2.45, 8.00. Sun. 4.00, 8.00. Late show Sat. 11.45. All seats bkble.

ODEON, Leicester Square (930 6111). BRANNIGAN (A). Cont. Progs. Wk. 1.10, 3.05, 5.35, 8.10. Sun. 3.05, 5.35, 8.10. Late Show Fri. and Sat. 11.15.

ODEON, St. Martin's Lane (836 0691/1811). (Fully air cond.). Lelouch's AND NOW MY LOVE (X). Sep. perfs. Wk. 1.00, 4.30, 8.00. Sun. 4.30, 8.00. Late show Sat. 11.30. All seats bkble.

PLAZA 1 & 2 Lower Regent St. All seats bookable. THE GODFATHER PART II (X). Daily, including Sundays. PLAZA 1. Progs. 2.45, 7.30. PLAZA 2. Progs. 2.15, 7.15.

PRINCE CHARLES, Leic. Sq. 437 8181. 9th Sensational Month!!! Emmanuelle (X). Sep. Perfs. Daily (inc. Sun.) 2.45, 6.15, 9.00. Lte. Shw. 11.45 Fri. & Sat. Seats Bookable. Licensed Bar.

SCENE 2, Leic. Sq. (Wardour St.) 439 4470. Cont. Perfs. Dly. from 12.30. Lte. Show 12.05 (inc. Sun.) Young Frankenstein (AA). Progs. 12.30, 2.45, 5.05, 7.25, 9.45, 12.05.

SCENE 3 Leic. Sq. (Wardour St.) 439 4470. The Towering Inferno (A). Sep. Perfs. Dly (inc. Sun.) 2.00, 5.20, 8.40. (Some Sun. late show Nightly 11.45). Special Late Shows 11.45 Nightly A BIGGER SPLASH (X). Seats Bookable. Until Sat

SCENE 4, Leic. Sq. (Wardour St.) 439 4470 2nd YEAR. The Film Everybody's Talking About, The Exorcist (X) Directed by William Friedkin Sep. Perfs. Dly 12.30, 3.00, 6.15, 9.00, 11.30. Box Office Open Daily 10-8 Sun. 12-8. Bkble All Perfs.

WARNER WEST END, Leicester Square. Tel 439 0791. 1. UPTOWN SATURDAY NIGHT (A). Cont. Progs. Wk. 2.00, 4.10, 6.20, 8.40. Sun. 3.30, 5.45, 8.05. Late Show Fri. & Sat. 11.00. 2. Robert Mitchum THE YAKUZA (AA). Cont. Progs. Wk. 1.30, 3.45, 6.00, 8.20. Sun. 3.30, 5.50, 8.20. Late Show Fri. & Sat. 11.00. 3. Steve McQueen Paul Newman THE TOWERING INFERNO (A). Sep. Perfs. 1.25, 4.40, 7.55. Late Show Fri. & Sat. 11.05. All seats bkble.

ART GALLERIES

AGNEW GALLERY, 43, Old Bond Street, W.1. 01-629 6176. MASTER PAINTINGS —An Exhibition of Recent Acquisitions. Until 4 July. Mon.-Fri. 9.30-5.30. Thurs. 9.30-7.00.

FURNEAUX GALLERY, 23, Church Road, Wimbledon Village, London, S.W.19. New paintings reflecting the glories of the English countryside by MERVYN GOODE until June 21. Thurs., Fris. & Sats. 10-6. Tel. 01-946 4114.

LEGER GALLERY. Exhibition of English Paintings. Reynolds, Romney, Lawrence, etc. Mon.-Fri. 9-5.30. 13, Old Bond Street. Until June 27th.

LORD METHUEN (1886-1974). Memorial Exhibition. Fieldborne Galleries, 63, Queen's Grove, N.W.8. 01-586 3600.

MAAS GALLERY, BLANDFORD FLETCHER (1858-1936). Paintings and drawings and ROSAMUND FLETCHER, sculpture. Until 20th June Weekdays 10-5, Sats. 10-12. At 15a Clifford Street, London, W.1. Tel. 01-734 2302.

MALL GALLERIES, The Mall, S.W.1. ROYAL SOCIETY OF BRITISH ARTISTS Annual Exhibition. Mon.-Fri. 10-5. Sat. 10-1. Until June 27. Adm. 20p.

MALL GALLERIES, The Mall, S.W.1. DEREK MYNOTT, RBA. Paintings & Watercolours. Mon.-Fri. 10-5. Sat. 10-1. Until June 24. FREE.

MARJORIE PARR GALLERY, 285 King's Road, Chelsea, S.W.3. ANGELICA GARNETT. Pastels. JAMES HUSSEY. Paintings. Until June 21st. Open all day Saturday. Closed Mondays.

OMELL GALLERIES, 40, Albemarle Street, Piccadilly, W.1. 20th-Century British and European Paintings and large selection of Maritime pictures. Realistic prices. (Gallery Booklets £1 pft. in aid of R.N.L.I. and P.N.L.B.)

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out-of-town and overseas visitors
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(Jermyn Street)
Piccadilly, S.W.1
Tel. 930 1648 after 6 p.m.

EVE, 189, Regent St. 734 0557. A la carte or All-in Menu. Spectacular floor shows [illegible] plus the rhythm of [illegible] music by Johnny Hawkesworth & Friends.

GARGOYLE, 69, Dean Street, London, W.1. [illegible] SEX APPEAL '75 Show at midnight and 1 a.m. 437 6455. Monday-Friday. Closed Sats.

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FINANCIAL TIMES SURVEY
Thursday June 12 1975

PLASTICS

The U.K. plastics industry is facing some of the most difficult trading conditions it can remember. But with the prospects of converting North Sea oil into high value-added goods, plastics companies are confident of future business growth. The speed of this growth, however, largely depends on Government attitudes and the ability of Britain's manufacturing industry to expand and adapt.

Caught up in recession

THE PLASTICS industry has hit one of the most difficult trading periods it can remember. After the bumper trading period of 1973 and early 1974, when plants could not keep up with demand and prices rocketed to almost unbelievable levels, the industry has been caught up in a vicious economic recession.

Important material-producing plants are currently operating at 50 to 60 per cent. of capacity—some have been shut down altogether—while at the processing end companies have been forced to stop recruitment, impose short-time working and, in certain cases, lay off valuable staff.

While material suppliers like ICI, BP Chemicals, Shell Chemicals and Esso Chemical have been endeavouring to resist drastic price-cutting: they still have vivid memories of the harmful blood-letting that took place five or six years ago. The processing sector, however, is finding it more difficult to sustain price levels.

Occupied

In a bid to keep machinery and men occupied many processors have been forced to trim the price (and consequently the profitability) of their products although they know—and they have been warned by their trade association—that they are weakening their businesses in doing so.

Depressed trading conditions, coupled with raging inflation, inevitably puts pressure on a company's cash flow. Consequently the industry's ability to research and develop new products is impaired. And yet it is the innovative effort of plastics processors which has, in the past, contributed to the industry's high growth rate.

According to the British Plastics Federation, the industry is also being squeezed by aspects of Government policy. It claims the "penalising system" of taxation on smaller companies (the Capital Transfer Tax, for instance) is sapping the strength of the plastics processing sector which has a preponderance of small companies. Indeed, 47 per cent. of them have less than 25 employees while 88 per cent. have around 200 or less.

Furthermore, it is claimed, the Government seems to be more interested in propping up declining inddstries and preserving jobs than encouraging investment in new industries.

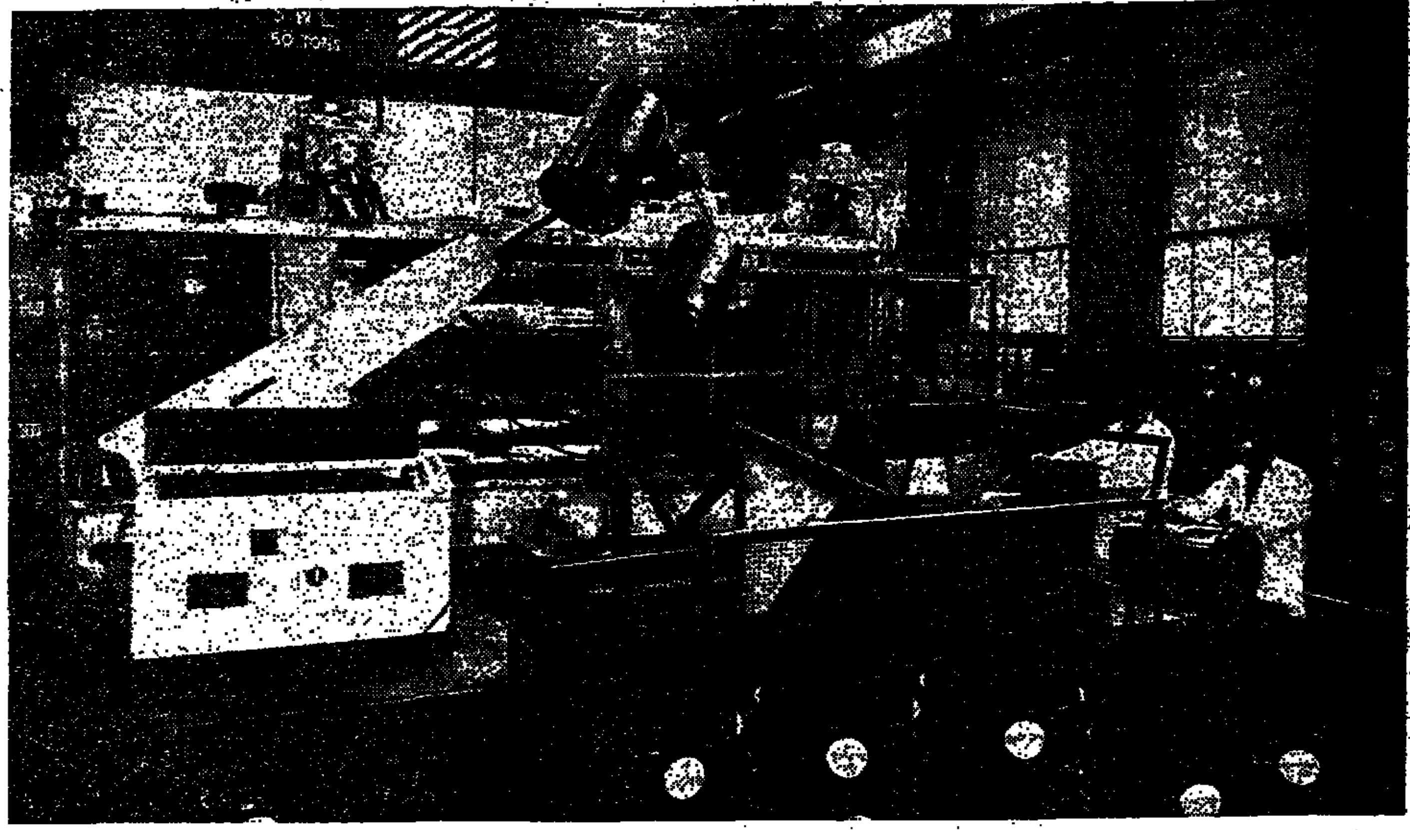
The plastics industry is one of those newer industries, based on developments in the broader chemicals sector. Its shape, product mix and abilities are constantly changing although it still battles with an outdated public image of "cheap and nasty" plastics and suspicion of its products—as highlighted by the concern about the fire risks of some plastics. Improved design, a higher level of prices and the possible extension of the "quality mark" system (already introduced for reinforced materials) should help to overcome the image problem. A more open attitude to the advantages and disadvantages of various plastics products, an education programme inside and outside of the industry, is helping to remove some of the suspicion.

These programmes are essential, for plastics materials and products have carved out an important market within world industrial markets. In the U.K. last year, for instance, the turnover in the plastics and allied industries was £2.2bn. when materials, products, machinery and tools are taken into consideration.

In general, the demand for plastics in Western Europe has more than doubled every five years while in Britain, growth in the boom year of 1973 was some 20 to 25 per cent.

The growth record of Britain is less impressive when seen against the background of the EEC performance as a whole, however. Between 1964 and 1973, for instance the production of plastics in the U.K. grew by 9.1 per cent. against 24 per cent. for Belgium, 23 per cent. for the Netherlands, 16.9 per cent. for France and 15.5 per cent. for Germany.

To some extent, this performance was influenced by the late arrival of the U.K. into the EEC. International chemical companies building world-scale plants preferred to expand where the market was largest. This policy was brought home last year when, in the early months at least, the U.K. producers were unable to meet all the demand. Consequently the U.K. had a trade deficit in plastics materials of £150m. in 1974.



Moulded plastic Tuffbins being produced at the Wolverhampton works of GKN Sankey Plastics Division.

Investment

But it is not only the chemical and plastics industries which have failed to provide the U.K. with a fair share of investment. The plastics sector's performance points to the investment record of British industry at large.

Take the case of Germany which leads the European industry scene in both size and technology. Its increasing international business has been built on a base of a strong home market, where consumption of plastics on a kilogram per head basis has been growing at a rate of over 15 per cent. per annum. Germans are now using some 79 kilograms of plastics per head of population as against 58 kg in the U.S., 48 kg. in France and just 35 kg. in the U.K. Indeed of the major EEC countries, only Italy uses less plastics per capita, with 32 kg.

The plastics industry argues that had investment in British manufacturing in general been at a higher rate in the past 20 to 25 years, the use of plastics would have been boosted. After all, some 80 per cent. of the plastics processing sector's output is sold to other industries—packaging, construction, electrical, transport and agriculture, for instance.

The referendum vote in favour of Britain's continued membership will be a help, not only in giving British industry confidence to carry on investing at home, but also as an enticement to overseas companies to use the U.K. as a production base for Europe. This is particularly apparent in the chemical industry where, apart from U.K.-based companies, a number of overseas groups are looking to invest. The Americans in particular favour the U.K., partly because of historic ties and partly because of the common language. German companies, too, are considering building chemical plants in the U.K. which will produce and use plastics materials.

First, however, these companies must judge when the economic recession will end and at what speed the recovery will take place. The current market trends seem to suggest that the chemical and plastics sectors have hit the bottom and that they should see some signs of recovery in the last quarter with real growth coming early next year.

The rate of recovery is an issue of greater controversy however. On the face of it plastics in the U.K. is all set for an above-average growth rate. After all, it has the attraction of North Sea oil feedstocks and considerable leeway to make up in the consumption-per-capita stakes. Even in the depressed state of the motor industry, the makers of plastics components are winning new markets for automotive on technological grounds. The industry has also embarked on a number of specific research and promotion operations—in the car, toy, furniture, pipes and packaging industries for example—in a bid to win a greater share of the component markets. These, then, are some of the positive factors.

Resistance

On the negative side is the inability of industry at large to embark on all the investment projects it would like. Even chemical companies, which have been in better shape than most in the past couple of years, have been forced to postpone some capital spending projects.

Plastics companies, for their part, must expect some price resistance to certain products. Clearly the five-fold increase in crude oil prices has made plastics much more expensive. Consequently, there is likely to be fewer fripperies; less multiple packaging and even thinner wrapping materials. On the whole, however, plastics have come through the energy crisis in good shape; all its competing materials have also gone up in price, some by even more than plastics. The comparative ease of processing and the lower density of plastic have to be taken into consideration in any crude comparisons between various materials.

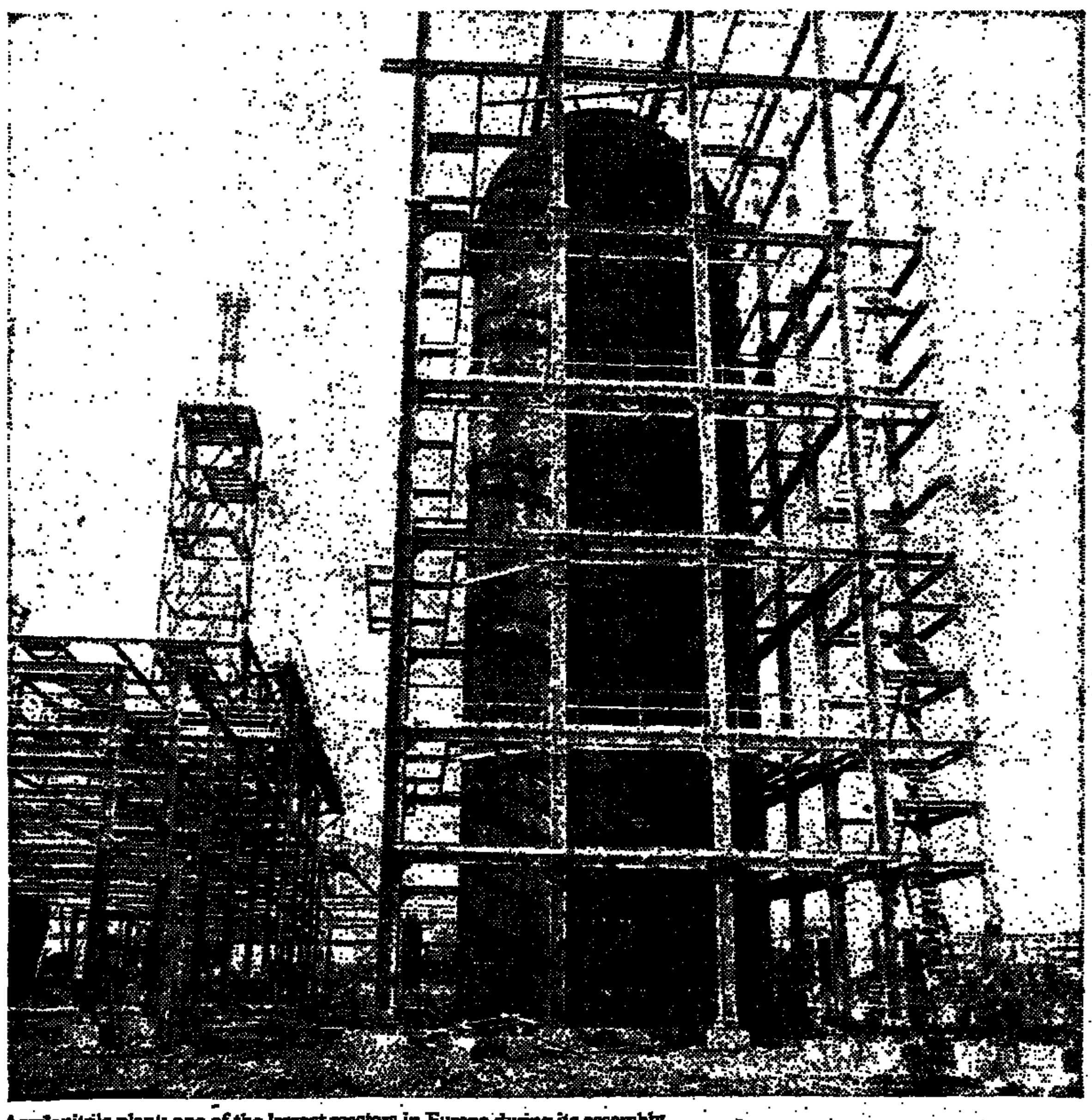
The one crucial factor which may hamper the growth rate, at least over the next few years, is one of confidence in supplies. The shortage of plastics materials in 1973 and 1974 which led to panic buying and over-stocking must have made some plastics users wary about increasing their reliance on such materials. If there is a return to substantial economic growth (some in the chemical industry predict that the current deep depression will be matched by a peak in trading in 1976-77) then the plastics sector could again find itself in a shortage situation.

The U.K. chemical industry plans to spend almost [illegible] over the next three years—more than double the recent investment performance. Much of this money will go towards providing extra capacity for plastics materials and feedstock—ethylene and polyethylene, propylene and polypropylene, PVC and so forth. The plastics processing sector alone needs to spend some £800m. on new plant and capacity in the next five years.

Companies are doing all they can to stick to their investment plans. Whether they are able depends on the length of the recession, whether inflation can be brought in check and industry's ability to earn sufficient returns on its business. Government clearly has a crucial role to play in creating the right climate.

The plastics industry is confident in its own abilities and its opportunities of turning North Sea crude oil into value added products. Its established record of innovation is now being supported by a stronger marketing effort. But it must still look to the manufacturing industries at large to provide a thriving and receptive base for much of its growth.

Ray Dafter



Acrylonitrile plant: one of the largest reactors in Europe during its assembly.

Big problems for small firms

A FEATURE of the plastics processing industry is the sheer number of companies and the diverse interests they represent. The industry is full of small businesses and enthusiastic entrepreneurs—healthy enough in itself. The problem comes in galvanising them into a marketing-orientated, business-sophisticated whole.

The National Economic Development Office, in one of its reports on the industry, recognised the problems. Some sectors of the industry, it said, needed a higher level of research and development effort, greater concentration on marketing, productivity-improving measures such as automation and better use of manpower with lower levels of labour turnover. For many of these tasks the industry was "not well placed," it concluded. Similarly there must be doubts about the industry's ability to finance the required investment, it added.

In the same vein, the British Plastics Federation reported in February that plastics companies were facing "dangerous" business conditions and that they must make immediate and radical changes in management if the industry was to be maintained and developed. "It is clear that companies which are slow to change will find themselves in very serious straits."

The Federation has embarked on a programme which, it hopes, will strengthen managements and marketing and consequently improve the performance of the industry. In a way, the work is an extension of what the BPF has been doing to improve its own effectiveness. In recent years it has been struggling for survival and some of the changes it has forced upon itself have been fundamental.

Target

It currently represents companies accounting for 40 per cent. of the industry's total turnover. Its initial target is believed to be 75 per cent. To achieve that, the BPF must attract many more smaller processors. At present its membership list totals only 230 out of 3,000 possible companies. To achieve that 75 per cent. objective it must recruit well over 1,000 companies.

"The Federation is determined to place commercial issues fairly and squarely before the managements of companies," said Mr. Chris Bromley, deputy director. The Federation's moulders' group, for instance, had prepared guide lines on costing and estimating in the moulding industry. Although it is designed for managements of all companies, it will be particularly useful to the smaller concerns.

According to the Rubber and Plastics Industry Training Board—which is also doing much to promote better management and training—47 per cent. of the processing companies employ less than 25 people; some 65 per cent. have fewer than 50. Even more telling, perhaps, is that no less than 88 per cent. of the industry falls into the Bolton Committee's definition of "small businesses," that is companies with around 200 employees or less.

Inflation

For the smaller companies the biggest problems are lack of market data; financial expertise in general, and the ability to cope with inflation in particular. Some of these concerns may be surprised at the Federation's recommendations on return on capital. In to-day's economic climate it is estimated that companies need a return on capital of 25 per cent. to achieve an after-tax return of 4 or 5 per cent.

Furthermore, it is said that too many companies had committed the "sin" of quoting too low a price for their products in an attempt to attract more work. They had not been fully aware of their true costs owing to: (a) persistent over-optimistic estimates of machine utilisation; (b) a neglect of the additional expenses attached to particular work or jobs.

True though this may be, it would be a brave and fortunate company which could successfully introduce big price increases in the current depressed state of the market. On the other hand, without more realistic prices the industry finds itself held back in its investment programme—the key to higher productivity—and unable to carry out all the research and development it would like, or, indeed, needs. (The processing sector alone needs to spend £800m. on new plant and capacity in the next five years, quite apart from its research and development requirements.)

Unfortunately, in this case, the plastics industry is inextricably linked with other major industries. Only 20 per cent. of plastics output goes directly to the general public; the vast majority goes to companies in other sectors like packaging, construction, transport, electrical and electronics, and agriculture. It has been argued that the achievements—or lack of them—and investment record of British manufacturing industry in general is reflected in the consumption of plastics per head.

In the UK, for instance, the consumption is 35 kilograms per capita—a far cry from the usage in Germany (79 kilograms), the U.S. (58 kilograms) or France (48 kilograms). Only Italy, among the major EEC countries, has a lower rate of consumption, with 32 kilograms per head. However, for the optimist these figures hint at considerable growth potential for British manufacturers.

"I see no reason why we should not catch up with the French, and ultimately the West Germans, given the right economic conditions," said Mr. Bromley.

And there are signs, albeit very faint, that the worst is over for the European plastics market. At least, that is the opinion of Borg Warner chemicals, which is particularly involved in engineering plastics. It states that there are some signs of slow improvement in the durables sector. And while car production remained in the doldrums the increasing usage of plastics in each car continued to grow. The average use of ABS in Europe ought to be 4.1 kilograms per car this year, as against 3.8kg. last year and 3.45 kg. the year before.

Prospects for further increasing plastics use in automotive products are to be evaluated by one of a series of "market committees" set up by the industry, through the BPF. The furniture and building markets will also come under scrutiny.

A programme aimed at improving the competitive position of the plastics packaging industry has been launched by the National Economic Development Office. In announcing details of the study in April, the plastics steering committee of the Chemicals Economic Development Committee (Little Neddy) said it was concerned about the low rates of investment and profitability in the plastics processing sector. The industry was faced with some special difficulties because of the need to continue the relatively fast growth rate from a "somewhat fragmented structure," it recognised.

The programme is being directed by a panel of members from the plastics packaging and related industries, the BPF, the Trades Union Congress and the Department of Industry. Management consultants Inbucon/AIC have been appointed to help with the study.

Another industry study, this time covering the usage of plastics in toys, has already thrown some interesting light on the image of plastic toys. Items under £1 were recognised, in the main, as being good value for money; items over £5 were also accepted as being worthy of the price tag. The image and marketing problem comes with the medium priced toys, according to the survey's preliminary findings.

The image of plastics is a problem which has been exercising the industry's minds for decades. How could it get away from the outdated idea that plastics were cheap, a kind of inferior substitute for some more acceptable material? How could it convince the public that plastics are materials in their own right—each with its own technological and aesthetic qualities. The Rubber and Plastics Research Association is one of the bodies helping to improve the quality of goods and build up a technical policy in general.

Marketing

Individual companies have also been striving to improve the design of their products. Airfix Plastics, for instance, said that it decided a couple of years ago that the time had come to give plastics an image in their own right. They wanted their products to have a stronger aesthetic appeal. So, at the end of 1972, they approached Conran Associated, the design subsidiary of Habitat, to develop a programme which would upgrade the image. An existing company within Airfix—Crayonne—was revitalised to market the resultant new products of home and office containers. Other specific examples could be cited; on the whole, however, design and marketing have not received the atention they deserve.

One answer to the marketing problem might be the quality mark—a symbol of recognition like the familiar "Woolmark" or British Steel's distinctive logo. A start has been made: the BPF's reinforced plastics group has initiated a "quality mark" scheme. With Lloyd's Register Industrial Services as an inspection authority, the scheme is claimed to be the first of its kind in Western Europe, possibly in the world. The basis of the award of the mark is a code of practice, laying down factory conditions for reinforced plastics production and basic material specifications.

I understand that consideration has been given to the introduction of similar quality marks in other sectors of the plastics industry; a move in this direction may be made next year. If this is the case, it will be further indication that plastics manufacturers and processors are coming to grips with the marketing functions which seem to have been neglected by so many in the past.

Ray Dafter

Expansion prospects uncertain

U.K. PLASTICS INDUSTRY (materials and semi-finished plastic products)—(£m.)

	1970	1971	1972	1973	1974
SALES					
	315.2	325.8	372.6	618.7	928.2
Index	100.0	103.4	118.2	196.3	294.5
IMPORTS					
	68.2	68.0	96.6	173.1	317.4
Index	100.0	99.6	141.6	253.6	465.1
EXPORTS					
	67.6	71.1	96.1	157.8	278.0
Index	100.0	105.1	142.1	233.3	411.2

Source: Government statistics and British Plastics Federation estimates.

SOPHISTICATED guessing ame is being played in the etrochemicals industry. The bject is to accurately assess uture demand for chemical raw naterials, in particular the eeds and growth rate of the lastics industry.

The task is complicated by ne of the deepest recessions hat the chemical industry can emember—and it has always ved in a cyclical business atmosphere. This time the general conomic recession has coinided with a large amount of e-stocking on the part of cusomer industries. Chemicalssing companies, in 1973 and much of 1974, were concerned hat the tight supply and demand situation would worsen. They were also afraid that there would be further big price increases in the wake of the fiveold rise in crude oil costs.

But in the autumn of last ear sentiments dramatically changed. Consumer demand vas falling away and chemical users woke up to the fact that aw material prices would probably weaken. So new orders were drastically cut back while igh stocks were used up.

The consequences can be seen n the amount of idle producion capacity. Units for proucing raw materials for lastics and textiles—the sectors worst affected by the recesion—are operating at about 50 o 60 per cent. of capacity (less n some cases). One of ICI's thylene units—a 200,000-tons-aear cracker—was shut down in February for routine mainenance and is likely to remain losed until later this year. ICI ays it cannot remember preiouly having to close a major plant because of lack of business.

The problem now confronting aw material suppliers is to gauge the level and speed of recovery in demand, and the ultimate level of business, once he current recession is over. The current thinking is that the ndustry should be seeing signs of relief in the last quarter of his year with improvement in trading conditions following in the first quarter of 1976.

European consumption of plastics grew by around 17.5 per cent. a year between 1950 and 1970. It would be a brave man who puts his money on that sort of growth rate in the next few years.

A recent survey of the European chemical scene, by Baker, Weeks and Company, suggests *that the industry is entering a* more "mature" phase of relatively slow growth rate—of *the order of 6 to 8 per cent.* per annum—in the next five years. There are a number of reasons for this prediction: the likelihood of lower GNP growth rate over the rest of the 1970s as economies adjust to the energy situation; the relatively high price of plastics; the high technical specifications of many plastics; and the new markets already created.

Trading

It is true that the current depressed trading conditions is hitting the plastics industry's research and development effort, which must in turn damage its ability to win future markets on technological ground, but studies undertaken by materials producers suggest that the increasing oil prices have not weakened the competitiveness of plastics. Other competing materials have gone up in price as well, often by much more than plastics.

And there is a case to be made in the U.K. for plastics still having a good deal of lost ground to make up. The consumption of plastics per head in the U.K., for instance, is less than half of that in Germany.

Given a favourable economic wind, the U.K. might expect a higher-than-average growth in petrochemicals, thanks to its indigenous, North Sea supplies *of oil and gas. A number of* international chemical companies—particularly Americans —*have been looking to the U.K.* as a base for future European operations.

Now that the referendum is out of the way it would seem reasonable to assume that some of these companies would turn their interest into more positive action. It was interesting that during the referendum debate Mr. Roy Hattersley, Minister of State at the Foreign and Commonwealth Office, mentioned six industrial projects which might be cancelled if Britain voted to *leave the EEC. Four of the six* projects involved chemical companies—two American, one *Italian and one U.K. concern,* although some of the companies disputed Mr. Hattersley's assertions.

Some doubts must still remain about the Government's attitude to the use of North Sea hydrocarbons, however. Will it positively encourage the conversion of oil and gas into value-added chemicals, for instance? The Chemical Industries Association which represents plastics material producers among others, has called on the Government to provide them with assured supplies of North Sea feedstock at a "competitive" price. Sections of the plastics industry, in particular the processing sector, have gone further, however. Mr. Tom Honess, chairman of the British Plastics Federation's economics committee, has said that the chemical industry should get relief on the Petroleum Revenue Tax content of the price of oil destined for petrochemicals.

Benefit

The chemical industry, he said, was expected to need some 3.6 per cent. of North Sea oil supplies once production is fully under way. Certainly companies with oil and chemical interests, like ICI, Shell, BP and Esso, should benefit directly from the development of the North Sea. Through its interests in the Ninian Field ICI, for example, has secured between 20 and 25 per cent. of its future oil and petrochemicals feedstock requirements. This is one reason why the group's chairman, Mr. Roland Wright, sees the U.K. remaining a strong and healthy base for international operations. Of ICI's proposed sanctioning programme of a record £415m. this year, some £230m. is earmarked for the U.K.

Mr. Eddy Lelyveld, a director of Shell International Chemicals, told the World Petrochemicals Conference in London earlier this year that the European chemical industry needed to invest $40bn. to $50bn. over the next ten years although its task was being hampered by increasing Government intervention. He cited conditions in the U.K. where price legislation raised numerous anomalies. At one time, for example, there were at least four approved prices for polystyrene in the U.K.—£195 a ton (in the case of Shell), £313, £320 and £350. (The system has become more *rationalised in recent months* as the recession has tended to dampen demand and level the *pricing structure.*)

Anomalies and problems also existed in other European countries, however. Mr. Lelyveld said that in some countries dialogue towards a co-ordinated policy was quite inadequate.

So where is the industry to invest and, for that matter, how much notice must it take of developments in the Middle East? The same conference was told that the Arab states had already taken firm decisions to build $22bn. worth of refineries, chemical plants and gas liquefaction plants. Additional projects worth another $31bn. are said to be under consideration. If all these projects materialise, and the established producers continued to invest at past levels, there could be a massive glut of petrochemicals on the world market: a return to five years ago when over-investment led to price-cutting and punitive profit levels. As it stands, the Western World is unlikely to feel the real impact of the Middle East's chemical plans until the mid-1980s. In the meantime it is a case of "carry on investing."

As usual, most major petrochemical companies are evaluating important projects. In France, for instance, at least six groups have declared themselves to be in the running for building ethylene plants. If all these came to fruition the country would find itself with another 2.5m. tonnes of capacity. And yet the current capacity is only 2m. tonnes and by the early 1980s not much *more than 3m. tonnes will be* needed. This means that realistically only two of the six *schemes will be needed in the* next few years. On the face of it, the most likely contenders are the 500,000 tons a year plant at Dunkirk, planned by CdF Chimie and Qatar, and a 450,000 tons a year unit near Marseilles, proprosed by the Shell Group and Naphtachimie (Rhone-Poulenc and British Petroleum).

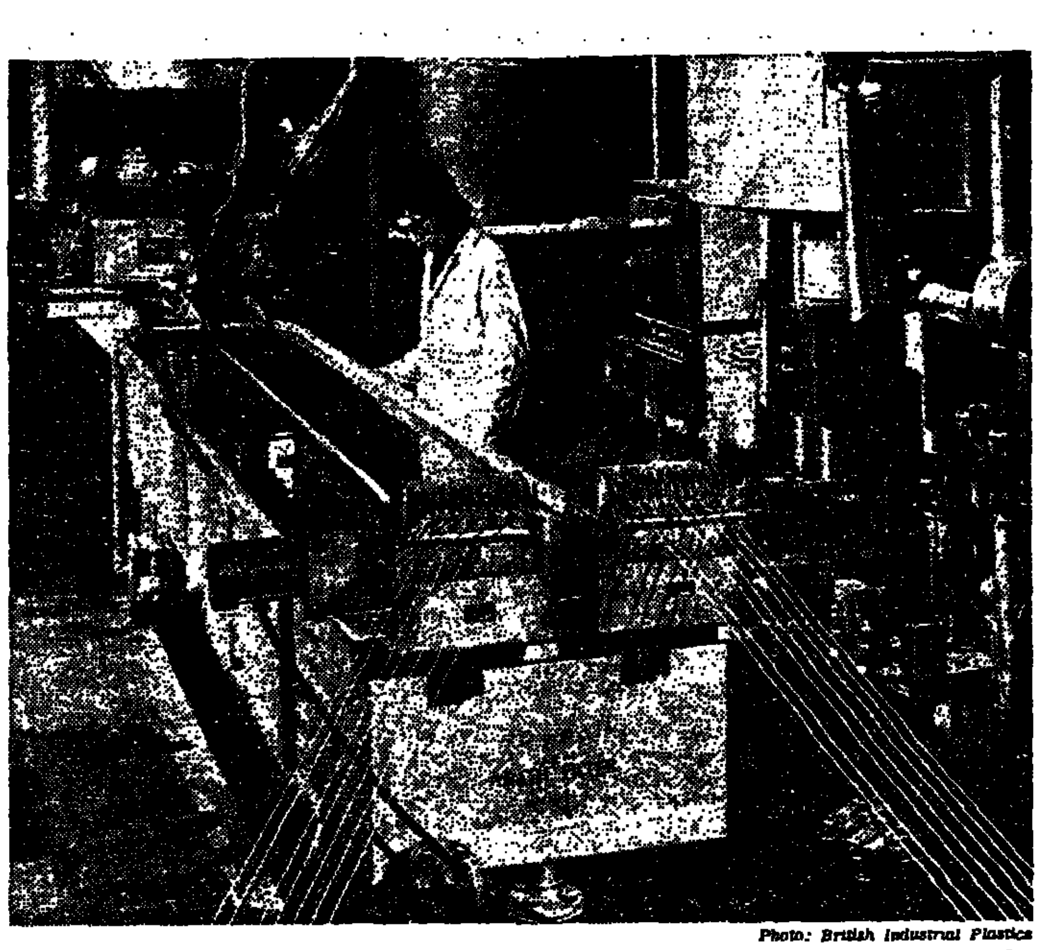


Photo: British Industrial Plastics

Nylon 6 threads after passing through the cooling tank from spinarettes beneath the polymerisation column at the rear at the Oldbury factory of British Industrial Plastics.

In the U.K. at least five groups are thinking of building new ethylene plants. ICI and BP Chemicals, currently building a joint £100m. cracker on Teesside, are among the runners, along with Shell Chemicals, Dow and the BSC/NCB/Continental Oil consortium. Hoechst has also been mentioned as a possible contender. Once again, only two projects seem necessary in the next couple of years—a decision on the first of these could come in the next six months or so.

According to Dr. Arthur Taylor, chairman of ICI's petrochemicals division, there is likely to be an important shift of production balance within *Europe, with the U.K.—helped* by North Sea oil reserves—enjoying a faster growth than *most.*

He expects U.K. ethylene capacity to grow from the existing 1.5m. tonnes a year to 4m. tonnes a year by 1985 compared with a growth of perhaps 62 per cent. in West Germany and Austria, 71 per cent. in Benelux and Northern France, and 111 per cent. in the South of France and Italy.

Anxious

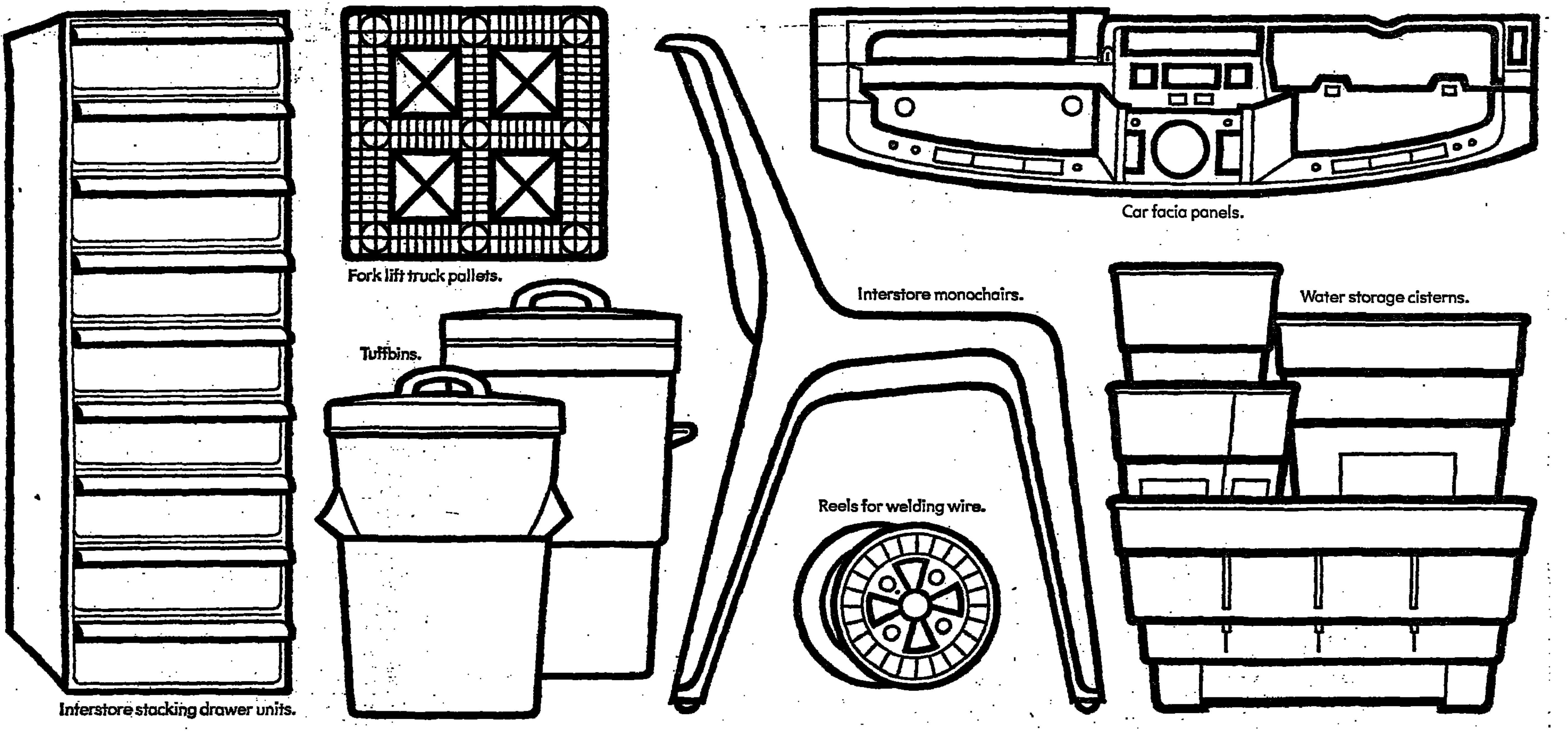
Of course, these projections will be altered and influenced by the rate of improvement in economic conditions. Having learned from the past, the materials producers are anxious that they should not be too adventurous. They have found a tight supply situation leads to higher profits than a clear buyer's market. On the other hand they do not want to create a shortage of materials which could undermine confidence in plastics and other chemical-based materials and so hamper long-term growth prospects. In short, they are trying to walk a tightrope, blindfolded and battered on all sides by unpleasant trading conditions.

Mr. Lawrence Waddams, division manager of marketing services with BP Chemicals, said recently *that he doubted* whether effective ethlyene capacity in Western Europe would exist for more than 17.5m. tonnes in 1980, just about enough to keep up with demand. *It may well be shown that* current investment plans were falling behind prospective demand *over the longer term, however.*

Confidence in the chemical business would return rapidly in *early 1976, he said, and* consumption could overtake capacity fairly quickly. The relative *lack in investment in some* major building blocks would become apparent.

Mr. Waddams was projecting an average annual growth rate for ethylene of 8.5 per cent. Before the current market position the industry was projecting a growth for ethylene of nearer 11 to 12 per cent. The real growth rate is at the centre of the present guessing game.

Ray Dafter



PLASTICS IV

Replacement demand for front panels and wings for the Volvo Amazone—a model no longer in production—is being satisfied by parts made from Cycolac ABS, a tough, light and non-corroding engineering thermoplastic from Borg-Warner Chemicals.

Pressure on the processors

PLASTICS PROCESSORS—those who produce products and components from plastics materials—have perhaps felt the impact of recent problems more acutely than those involved in other branches of this industry. Huge increases in oil prices, for instance, coupled with the problems of keeping pace with booming demand are felt particularly by a sector that embraces components suppliers and those who sell direct to consumer markets.

This diverse and rather fragmented sector of the plastics industry has stood up to the pressures of rising prices quite well, but the problem on raw materials has not been confined to oil or other price increases. Shortages have played their part too.

Aspects as seemingly remote as a shortage of natural gas in the U.S. have affected prices, and the call for lead-free petrol, in Germany for instance, led to an increased use of the aromatics necessary to make 5-star petrol. The resultant lack of aromatics was felt by the plastics industry because the shortage caused a shortage in styrene-based polymers, and this produced a chain reaction of shortages of other plastics used in lieu. There was also recently a shortage of PVC.

Historically over-production and over-capacity brought depressed prices to the plastics industry until fairly recently and there was a slowdown in plant building as a result. However, demand for plastics has doubled every five years in more recent times, to catch up constantly with plant capacity.

These features of the plastics business have not shown themselves very obviously in terms of prices for consumer goods employing plastics components because of the great inflation in labour and transport costs. The price of the basic plastics material has increased by only a small margin when compared with other costs. So the processors have been able to cover the increases with little adverse effect on their markets.

The factors that most concern plastics processors in the long term are more fundamental. Because of the fragmentation of this sector it is difficult to generalise, but much of the business is still organised along lines outlined by the NEDO Report on this industry back in 1972.

Loading

Describing the structure of processing sector, the report said many processing companies started business with the simple market strategy of making components to order. It pointed out, what is still true to-day, that "some processors are essentially contractors of machine time who want the highest level of machine loading which they can get by selling in different markets."

As the report concluded, this means the processor cannot have detailed knowledge of each market and can only use price or delivery terms to attract and keep customers. It was suggested that the adoption of a marketing approach would lead to a greater understanding about the customer's design, performance and service needs with obvious advantages. The usefulness of market research was also reaffirmed.

It is interesting in this connection that apart from increasing its work in the latter field, RAPRA (Rubber and Plastics Research Association) has now set up a Polymer Products Design and Development Centre and has announced an intention to add 10,000 square feet to its facilities specifically for the purpose of establishing a central point for large scale plastics engineering.

Critical to the setting up of this centre, say RAPRA, was the need expressed in the NEDO Report, and this is certainly the kind of facility a processor could utilise for investigation of markets, design, prototype production, process selection, etc.

There is, however, another side to this coin of opportunity, and this is the undoubted prejudice against a more imaginative use of plastics that is sadly found in many industrial fields. Indeed, it is odd that while successive generations of consumers are ceasing to regard plastics as "cheap and nasty", there is still some resistance in industry."

Luther Bradbury, Sales Director of the injection and custom moulding division of Stadium Ltd., feels that in the trade moulding business this is preventing the realisation of full potential. As he puts it, the design department of a washing machine company, motor manufacturer or electronics supplier, will specify the components to be made of plastics in advance, and invite trade moulders to compete on price for the contract.

Trade moulders, says Mr. Bradbury, are expected to be competitive on the tooling as well as on the unit costing, for although the tooling may be sited in the moulder's works it is owned by the customer. Since there is tremendous variation in tool prices, the moulder may be floundering in the dark and not know in advance what tooling level to quote to.

In this way, says Luther Bradbury, the brains in plastics engineering are applied wastefully "and almost exclusively" to ingenious ways of reducing operating costs instead of being allowed to think creatively about extending the use of the material. In many ways this comes down to the industry's structure of communications, which RAPRA has also shown concern about. Plastics processing industry designers should be participating more in the planning stage of manufacturing projects.

Highlighted

The NEDO Report highlighted this too: "The plastics industry sees the lack of knowledge of industrial buyers and specifiers as a big obstacle to faster growth."

As has been implied, among consumers there is a greater acceptance of plastics products and their bad reputation as a cheap replacement material is dying out. This process of greater public acceptance has been aided by the industry's responses to concerns about fire hazards, and the environmental issue.

The recycling issue has recently become something of a headache for processors concerned about their public image. In the eyes of the industry, the argument about saving oil by recycling the waste plastics of discarded cartons and bottles is somewhat unrealistic in view of the fact that only about 1 per cent. of oil consumed goes into plastics. While the economic case may not be strong, the environmental one is, but processors are likely to be most responsive to any steps towards the saving of waste in production. That is quite another matter.

The same story seems to have been told for many years now. Plastics processors feel their material has enormous potential, even in excess of that already being realised. Yet there is a feeling that processors have not been aggressive enough, and as suppliers have tended to take a rather passive role. At the same time Industry is still slow in some areas to accept a material that has established itself beyond doubt as much more than a "cheap substitute." It seems remarkable that this is still said in 1975, but Luther Bradbury, for instance, is not an isolated voice.

Processors can still talk about untapped markets and new opportunities, and for the British processor confirmed EEC membership presents an opportunity for expanding market areas as well as applications.

Hugh Colver

Increasing emphasis given to safety

IT IS noticeable that the plastics industry has adopted a much less "dog-in-the-manger" approach to environmental and safety problems in the past year or so. Individual companies and organisations like the Plastics and Rubber Institute and the British Plastics Federation now seem more willing to come out into the open, to debate the issues which concern the man in the street.

This does not imply that the problems were formally swept under the carpet. The Plastics Institute, now merged into the PRI, had always displayed a strong sense of social responsibility, for example. But the industry in general did tend to adopt a low profile when things went wrong.

As a science-based, technologically-sophisticated industry it has always faced misunderstanding and suspicion from the general public. For much of its history its marketing effort was dogged by the image of "cheap, somewhat nasty and inferior" plastics which emanated from some of the applications for inexpensive materials. Improved product designs, a greater public awareness of the benefits of plastics and some fairly hefty price increases have gone some way towards dispelling the image problem.

Now the industry finds itself faced with public concern and, in part, a lack of confidence in the safety of certain plastics, both in terms of the materials' production and usage. The Flixborough disaster, although not specifically related to plastics, drew attention to the dangers of possible explosions in big chemical plants. The link between the production of PVC and liver cancer among process workers raised doubts about the toxic risks of plastics. And the conflagration at the Summerland holiday centre on the Isle of Man posed awkward questions about the fire hazards of plastics.

Education

The new Health and Safety at Work Act will go some way towards meeting some of these issues. But basically it is a massive education programme that is needed, and it is in this sphere that the industry's more open approach is to be applauded.

One of the biggest education obstacles to be overcome concerns the public's general attitude to plastics. It is not yet fully appreciated that the industry manufactures a wide range of materials, each with different properties. The names of the materials and the mystique embodied in chemicals production indicate that it will be some time yet before the public recognises the various plastics, as they do steel, copper, brass and aluminium of the "metals" industry. But it is coming, slowly.

A case in point is PVC which has featured prominently in newspaper headlines in the past year following the discovery that more than 25 workers in PVC plants (including two in the U.K.) had died from a rare form of liver cancer. Each had been subjected to exposure to high levels of vinyl chloride gas over a prolonged period. Apart from risks to production workers, the incidents raised questions about the possibility of vinyl chloride contaminating food and drink packaged in PVC containers—all the makings of a sensational scare story, in effect.

And yet the industry is satisfied that the majority of reporting has been responsible and professional—a point made by Mr. Barry Barnes, chairman of the Chemical Industries Association's vinyl chloride committee, last month.

The editorial results were an "encouraging" outcome of the industry's attempts to give the fullest possible information of the issue. *It* was also an acknowledgement of the concentration by Government and industry (both managements and trade unions) to minimise the risks, he told a joint BPF/PRI conference in London.

A massive engineering programme is being carried out by the four U.K. producers of PVC (ICI, BP Chemicals, British Industrial Plastics and Vinatex) to reduce the levels of vinyl chloride gas in plant atmospheres. The total cash cost to the industry of all these modifications when completed will be close to £9m. In addition, process changes have led to a capacity reduction of between 5 and 10 per cent. and the replacement of this lost production will require a further investment of at least £4m.

Thanks to a constructive, co-operative programme on the part of the Government, management and unions, an acceptable interim hygiene standard has been laid down in a new code of practice covering PVC production. The working environment must not exceed 25 parts per million of vinyl chloride gas throughout a shift and at no time should a level of 50 ppm be exceeded. The code also states that companies should strive for zero concentrations wherever possible.

Peaks

Latest figures show that the overall concentrations in the seven U.K. plants in spring this year was down to 5.7 ppm on average, although one plant was showing a reading of 12 ppm. *Mr. Barnes pointed out at the* conference that to meet the 25 ppm limit it was essential that plants should be operated at a basic level below 10 ppm to allow for occasional peaks.

But clearly much has been achieved in a relatively short time. In late 1974 the average of the seven was 11 ppm while in mid-1974 the figure was 22.8 ppm. But even then the exposure levels were a far cry from, say, 20 years ago when atmospheric concentrations might have been as high as 1,000 ppm.

The plastics and chemicals industries are also continuing work to reduce vinyl chloride monomer content in bottles, and thus in food and drink. The monomer concentration in

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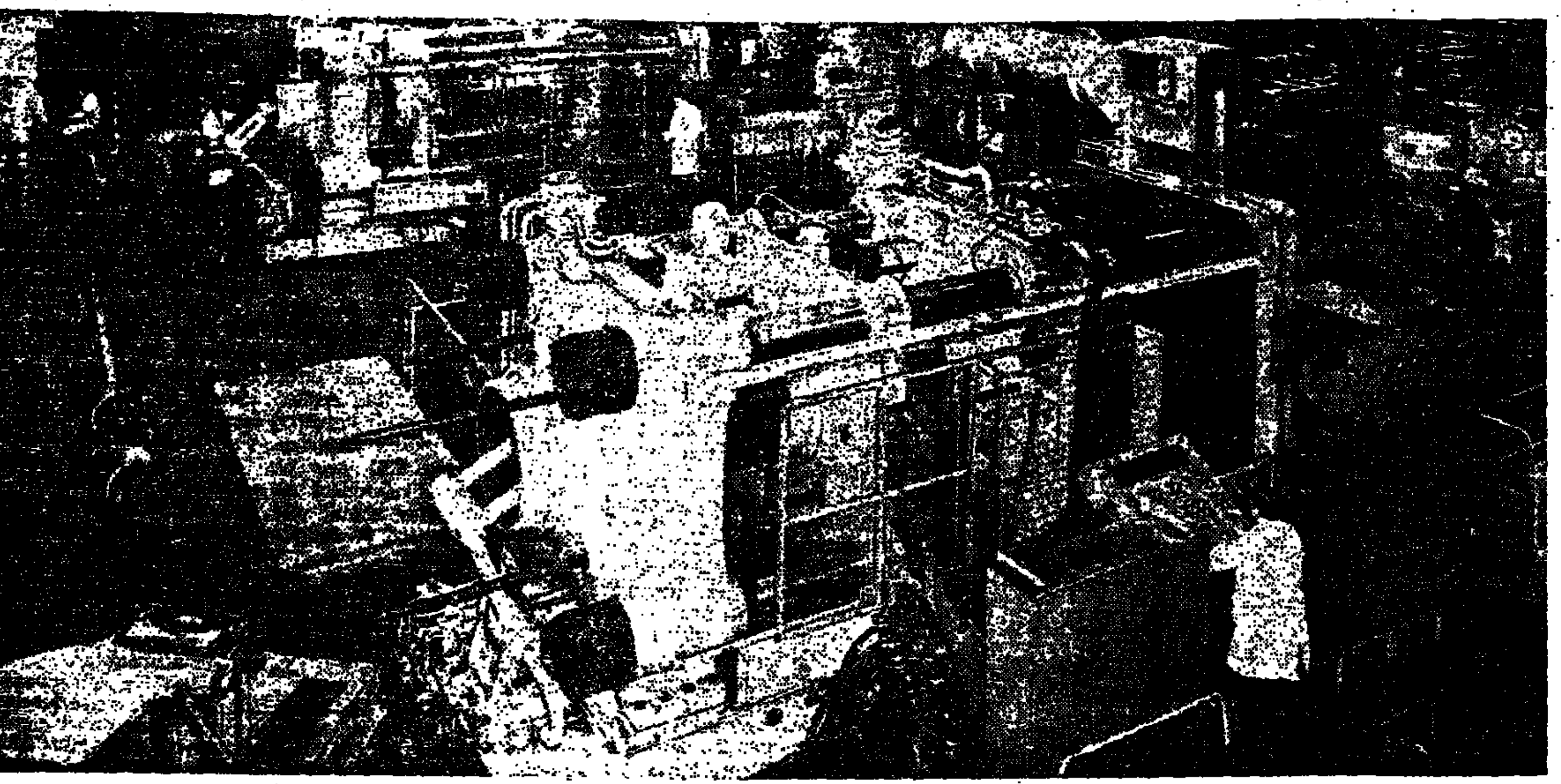

Plastics injection moulding machines at the Wolverhampton works of GKN Sankey Plastics Division.

Machinery makers look overseas

COMPARED WITH the £2.2bn. market for plastics, the U.K. market for plastics machinery is relatively modest at around £35m. The same thing can be said of the machinery producers when they are measured against *some of the giant concerns* in the plastics business. Only a small handful of plastics machinery manufacturers throughout the world can count on a normal annual turnover of more than £20m. And no U.K. company is among that group although the country has some concerns which are, in the industry terms, of a good size.

In the U.K. the plastics machinery makers tend to be companies within larger groupings usually part of an engineering combine. As long as three years ago a National Economic Development Office report on the plastics industry and its prospects suggested there was need for further rationalisation among the machinery manufacturers.

It pointed out there had been a regrouping of Common Market manufacturers and that the machinery makers faced strong international competition, particularly from West Germany, Italy and the U.S.

Change

But the only major change in the industry's structure since that report has been the merger between Bone Cravens, a subsidiary of John Brown, and Daniels Hamilton, previously part of the Unochrome International group. Bone Cravens and Daniels Hamilton were already two of the large plastics machinery makers in the U.K. and the argument presented by the Boards of Brown and Unochrome at the time in favour of the get-together was that it "will establish in the U.K. a major plastics machinery manufacturer of a size capable of competing successfully in world markets." Even so, the combined Bone Craven-Daniels business has a turnover probably in the region of £10m., only half that of the industry's major concerns.

For the U.K. manufacturers, last year was a good one for sales. Every British manufacturer was fully occupied and at the same time there was a high level of imported machines flooding into the country. Orders tailed off at the end of the year and have now fallen by up to one-third on the level of a year ago. Particularly badly affected are orders for injection moulding machines.

The U.K. downturn in orders followed behind the onset of recession for the industry in Japan and the U.S. The result last year as far as the balance-of-payments situation was concerned was depressing and to some extent seems to justify the warning in the NEDO report that there are gaps in the range of machines built in Britain—principally in blow moulding and thermoforming machines.

Imports of plastics machinery in 1974 were £23m. or nearly double the figure for exports in the same period. There were a number of reasons for this situation, one important factor being the long delays on the delivery of British-made machines, delays which in some cases stretched out to 18 months.

At the same time, this in an international business and no one country can attempt to produce all the machines that are required by the plastics processing industry. What is disturbing, however, is that the high level of imports has continued for some years now.

The PMDA (the Plastics Machinery Distributors' Association) has pointed out, in this context, that it is often said that other countries see the benefits of new materials and ideas more quickly than Britain and as fa as plastics are concerned this has certainly been true. The traditional industries based on natural materials available in the U.K. have continued longer in this country, often to the exclusion of new developments in new materials.

Taking a look at two of the successful exporters of plastics machinery, the PMDA said that Germany had always been a country anxious to develop processing machinery and it was quick to see the obvious advantages of expanding its machine tool industry to cover plastics processing machinery as well. Large German companies set up plastic machinery design teams and in a short time produced results of a high standard. New plastic machinery divisions were thus created within large groups.

It must be said, the PMDA suggested, that few British machinery manufactures have their own production division using their own machines and thus must rely on a feed back of information concerning the machines performance from their customers. Germany also has a good exhibition programme which is extremely popular with British buyers and past U.K. exhibitions have not matched the standards set by that country.

Italy

Many Continental companies offer machines plus tooling as a package deal, based on their own in-plant operation, and in this way relieve the customers of the responsibility of matching the machine from one supplier with the tool from another. In both Germany and Italy, for example, the machine and tool are run together and an acceptance trial is run before despatch.

Italy, one of the largest suppliers of extrusion equipment for plastics, seized on plastics as its first almost home produced material. The national extrusion skills with pasta and so on were well established and they were quick to transfer this skill to the plastic production. Just as important, the Italians developed a healthy home market for plastic products—the essential support for an export expansion. So on the face of it the Italians and Germans have a more solid domestic base from which to launch their export efforts.

However, with the industrialised world entering this latest recession in step, the U.K. manufacturers have been looking for exports to places like the Middle East, Eastern Europe, Africa, South East Asia and so on. And they are winning orders in spite of the keen competition from Italy and Germany.

A possible further threat to the U.K. manufacturers—and to the balance of payments has come with the trade agreement reached with the Soviet Union as a result of Prime Minister Mr. Harold Wilson's recent visit. As part of that agreement, the USSR will be exporting plastic machinery to the UK in return for the purchase of instrumentation equipment (the control equipment for the plastic machinery). This idea has not pleased the U.K. manufacturers. They know from their experiences with East Germany that the Communist bloc's ideas about pricing are very different from those in the Western countries.

For the future, the British manufacturers of plastic machinery believe that there is plenty of room for re-equipment in the U.K. A recent survey carried out by Chilton Machinery, of Watford, for example, showed that on average production machinery in U.K. was more than five years old. A similar survey in France revealed that few companies were using machines over three years old and in Italy most of the equipment in use has been installed since 1972.

Says managing director David Green: "Even where investment in new lines is ruled out, output can still be increased, costs reduced and efficiency and profitability improved by the addition of enhancements to existing machines."

Certainly this is an industry where technology moves very fast and a five-year-old machine's performance will lag well behind that of the latest model. Output from machines doing the same job has doubled in less than ten years. But this very swift change in technology sometimes acts as a brake on sales in the U.K. because potential customers hold off just to see what the next innovation might be.

Most people in the industry expect the drop in trade experienced at the end of 1974 to continue right through 1975 and the mid-1975 figures could even show trade at only half the level of last year. Summing up the situation, Mr. Keith Johnston, vice-president of the British Plastics Federation and managing director of Bone Cravens, commented: "It is very difficult to be optimistic at the moment. But the export markets are looking good and the machinery makers are going out to get orders—and succeeding."

Kenneth Gooding

Safety

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beverages is now less than 0.01 ppm compared with 0.1 ppm a year ago. A year ago the Chemical Industry Association, in trying to allay public concern about these minute quantities, pointed out that it would take a life span of 50,000 years for anyone to absorb 1 oz of vinyl chloride.

Last year the BPF's biological safety committee published a code of practice on "plastics for food contact applications." As yet the section on PVC contains no standards for residual vinyl chloride monomer—comparable with that for residual styrene in polystyrene packaging, for instance—but there is no doubt that this will come.

Guide

The BPF is also actively working to inform and educate customers, public authorities and regulatory bodies about the burning and ignition characteristics of various plastics. For example, it is producing a simple guide to identify potential fire hazards in furniture.

The need for this was clearly demonstrated a few months ago when the industry heard that the Greater London Council had stopped buying polypropylene chairs and, furthermore, had informed other authorities about the fire risks of such furniture. The GLC's action was threatening a £14m. a year market for polypropylene.

After some fairly heated exchanges between the industry and the GLC discussions about the safety aspects have now got under way. It is believed that council officials are concerned about two particular safety aspects of the chairs—the ease with which they can be ignited (a worry with rising vandalism) and their burning behaviour when stacked. For its part the industry points to the chairs' "safe-in-use" and strength properties and their resistance to mechanical damage.

With modern chemicals and production techniques it is possible to alter the flammable characteristics of plastics but it must rest with customers and manufacturers to agree on the most suitable material for the job. This was one of the lessons learned from the *Summerland disaster*. It was one which was re-emphasised by the restriction imposed by the GLC on the uses for polyurethane ceiling board, again because of fire risk considerations.

ICI, which has been supplying the board, said that it had been agreed that in future the alternatives and options would be measured. It pointed out that the material still outpaced many others in terms of fire safety. "The view is one of 'horses for courses'; the best material for the job." That sounds like the right maxim for the industry as a whole.

Ray Dafter

Need for more investment in exports

THE BRITISH plastics industry exports about a third of its total production. But this remains a modest achievement that could be considerably improved with a little more drive, official encouragement, and private investment. Overall, it is a relatively buoyant and comparatively optimistic sector that appears to have reached the bottom of its sales trough and is now straining towards a new crest of prosperity.

Manufacturers of petrochemicals and polymers had a good year, but could have done better. Conversely, machine exporters had a bad year, but it could have been worse. Nevertheless, many companies engaged in the manufacture of raw materials, plastics components and semi-finished products, machinery and ancillary equipment now expect a return to something like normal conditions towards the end of the year. Others, at least, expect an upswing in sales.

Few companies and industrial observers were really surprised by the announcement, therefore, that the first quarter's export sales of plastics and other chemical-based products were 31 per cent. up on the corresponding period of 1974 and reached a record £571m. For the plastics industry was one of the first sectors to be drawn by last year's events into the renewed exports offensive, encouraged by the higher-priced demand from overseas and the anticipated downturn in the domestic market.

Even allowing for inflation, it was claimed that this increase in exports represented a substantial victory for the industry in the face of world recession and prevailing economic gloom in Britain. If exports in the first quarter were really up by nearly a third, it was argued, this performance could be taken as a healthy indication of the plastics industry's capacity to ward off the worst effect of the general economic decline in Britain. Very few companies, in fact, had laid off workers or closed their books. Even the smaller and medium-sized companies were, and still are, holding their own, and daily announcements about record profits and overseas sales are continuing.

Nevertheless, there were anomalies. For instance, the pre-tax profit of ICI, whose record exports last year topped £100m., fell by a third in the first quarter and tended to confirm the continuing slide in world-wide demand for chemicals. Overseas sales were down, in fact, by at least 15 per cent.

Some leading firms, consequently, challenged the claim that plastics exports were up in the first quarter by as much as 31 per cent. And it certainly needed to be pointed out that while sales were up, tonnages were down. However, few petrochemical and polymer manufacturers in this sector expected to achieve anything like the bumper quarterly sales of 1974. In any event, ICI's export decline is thought to be in line with the average for other multinationals in Europe.

The latest available export figures for chemicals, including polymers, also tend to confirm the continuing fall in world demand, but they may also reflect a fall-off in salesmanship after last year's bonanza. Seasonal adjustments show the value of chemical exports fell by 7.5 per cent. from £585m. (November-January) to £540m. (February to April). April's provisional level is put at £170m. compared with £186m. in March and £184m. in February.

The chemical exports volume index indicates an even steeper fall, about 10 per cent. to 146 for the first quarter against 162 for the previous three months. The April index fell to 136, compared with March (150) and February (153).

Comparisons

Both petrochemical and plastics companies are, no doubt, comparing their quarterly report performances with those of their comparable rivals in Europe, if only to rule out a possible fall-off in aggressive salesmanship.

The plastics industry, meanwhile, remains cautiously optimistic. A British Industrial Plastics spokesman believes, for instance, that his company has reached the base of the current trough and that the next six months will show improvements in the order situation. However, it was pointed out: "It will require continued improvements before we can expect to return to the high production levels of 1973-1974."

There may be some substance to the critical argument, however, that last year's encouraging upturn was achieved with little, if any, real effort by the plastics industry to take full advantage of new export opportunities, especially those created by the rising wealth and looming industrialisation programmes of the OPEC States. How many of last year's orders, for instance, just dropped through the letter-box?

British plastics companies, unlike their foreign rivals, are not accustomed to investing huge sums to improve their export performance. They do not appoint agents or open sales and servicing centres in every tempting market, nor do they push their wares and technology in scores of international fairs and exhibitions. Many of them, unfortunately, appear to lean too heavily on the annual *industrial* fair, such as this year's Kunstoff '75 in Dusseldorf, while their foreign rivals mop up orders at countless *regional* shows around the world.

The British Plastics Federation is, significantly, seeking to alter this traditional attitude. It is encouraging its members to take advantage of trade and technological fairs around the world through joint ventures with the BOTB, London Chamber of Commerce, and agency services now being offered by the Federation.

The urgent need for investment in overseas selling and marketing was abundantly apparent when this revitalised trade association sought to book space for the first time at the trade fair in Beirut. Italy's Assocomoplast, it was found, had already taken about a third of the show-ground to reinforce its grip on the machinery market in the Middle East and Eastern Mediterranean.

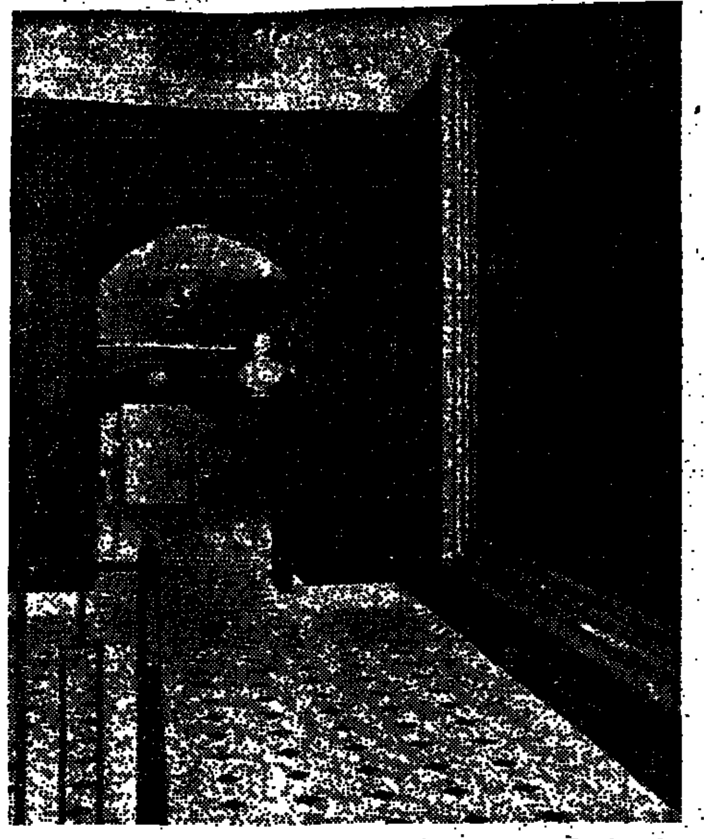
Nevertheless, the BPF now has its foot in the door to new markets. "All we want now," said a spokesman, "are companies to get off their bottoms and go out and sell."

This is a timely warning, perhaps, as the overseas markets for materials and machinery are now under heavy assault from Germany, Italy, France, Japan and the U.S. Some are steadily diminishing, too, as traditional client nations develop or expand their own plastics and petrochemical industries.

Take Israel, for example. Some £200m. is to be spent over the next five years to considerably increase the production of ethylene, polyethylene, styrene, polystyrene, and p.v.c. Britain was, and still is, the principal supplier of materials to this dynamic market, but it may soon itself become a target for exported "sophisticated" polymers and technology from Israel.

British machinery firms have, meanwhile, won little more than a foothold in Israel, whose needs are instantly met by on-the-spot salesmen from Italy and Germany.

Some U.K. machine manufacturers are, it seems, simply content to fill their order books with sales generated at the annual fair, whereas their foreign rivals continue to push and sell in all parts of the world with the clear intention of expanding their plant and operations in order to win an even larger slice of the international market.



"Cushionflor" vinyl floorcovering—a product of Nairn Floors, a subsidiary of Nairn Williamson—in one of the corridors of Stratfield Saye, country estate of the Dukes of Wellington.

Stimulate

This is the kind of attitude that must be emulated by Britain. And it is for this reason that the BPF, and Plastics and Rubber Weekly have combined forces to stimulate capital investment and overseas sales through export seminars and new trade intelligence services. There are signs of an encouraging response from the plastics industry, but the need for a major policy re-think by a majority of exporting companies remains apparent.

The British plastics companies' export achievements, however, are not diminished by these implied criticisms, especially when compared with the less impressive performances of other sectors of industry. Petrochemical and plastics, in fact, constitute almost a quarter of the export surplus of all manufactured goods in the U.K.

With a gradual easing of the world recession, especially in the automotive and building sectors, plastics materials can be expected to move ahead in terms of international growth and development.

Some even now are expected to make great strides. World-wide demand for polypropylene, for instance, is now running at around 2.5m. tonnes. By 1980, it is estimated that total world-wide consumption will be as high as 6m. tonnes.

Last year's bumper profits in the industry have, of course, given the leading manufacturers of polymers, plastics products, and processing machinery a sound base for a further, if not massive, assault on the beckoning markets of the Soviet Union, Eastern Europe, Middle East, Gulf, North and West Africa, and the EEC, where the crude balance of trade in plastics worsened last year by £81m.

But is the industry bold enough to invest more of these profits in exports in the face of diminishing markets in some areas and fiercer competition from its foreign rivals? Trade Minister Peter Shore and Parliamentary Under-Secretary Eric Deakins, active in drumming up overseas opportunities for the plastics and petrochemical industry, have both called for heavier investment in exports, but what has been the response from this sector?

Characteristically, U.K. petrochemical and polymer manufacturers have expressed an encouraging vote of confidence in the growth potential of the plastics industry here and overseas with a forecast capital investment programme for this year of around £640m., compared with £390m. in 1974, and this could rise steadily to £780m. in 1976 and £870m. in 1977.

The industry's spokesmen are careful to make the point, however, that these forecasts are based upon the intentions, not decisions, of petrochemical and polymer companies. As some of these investment plans appear to rest on the outcome of irritating political issues and arguments outside the control of the industry, such as price controls and excessive taxation, there is an ominous undertone to this statement that has not been lost on the Government.

Martin Trowbridge, director-general of the Chemical Industries Association, has reinforced the message. "Government has a significant part to play in creating the right environment for long term decision-making," he told a news conference, pointing to the continuing problems of rapid inflation, cash flow, and restrictive legislation.

Similar statements and inferences by other leading spokesmen for the chemical industry, including Mr. Ralph Bateman, president of the CBI, may be seen as sharp reminders to Government. They should not be regarded, or used, as excuses to curb investment or production . . . a political threat that seems to be implicit in some company reports and statements.

Inflation, meanwhile, remains the worst brake on the investment and export performance of this capital-intensive industry. The cost of a £25m. petrochemical cracker in 1970, for example, rose last year to £70m. and is now expected to cost well over £100m.

Nevertheless, it is a fair assumption that the industry is holding well to its present course of "maximum investment" in plant and production capacity, which ensures a solid base for export operations.

So, what of the future?

With polymerisation reactors being planned and built all across the oil-belt from Algeria to Iran, Britain faces a serious challenge. And it does not take a vivid imagination to foresee the introduction of ethylene, propylene, and other production units on desert sites in the Middle East, Gulf, and North Africa.

Initial transport of liquefied monomers will, undoubtedly, be replaced by shipments of bagged pellets of polymers and plastics, manufactured under licensed technology and to the precise specifications of the West.

Indication

The Financial Times' World Conference on Petrochemicals gave some indication of the scale of this development programme and other conferences since have shown how the industrialising oil-producing nations will overcome fundamental problems, such as the lack of planning experience, skilled management, trained labour, marketing know-how, and sophisticated technology.

While the feasibility of these projects continues to be discussed in Britain, international engineering and plant construction firms are winning process design contracts. The Badger Company Inc., for instance, has already submitted its plans for an ethyl-benzene and styrene facility at Bandar Shahpur for the Iran-Japan Petrochemical Company Ltd. Similar schemes are in the pipeline, including those for vital desalination plants in the oil desert lands.

Britain cannot afford to be left behind in the race for new business in the OPEC States, but some companies appear reluctant to get involved in the scramble at this early, albeit vital, stage.

There is already fierce competition among the industrialised nations for a role or share in the planned petrochemical and plastics industries of the Middle East, Gulf and North Africa, which may well prove to be the most profitable growth regions for both exports and investment.

On average, it appears, 300 bids or tenders are received for every project announced by the planning departments of OPEC Governments. And many countries, notably Italy, France, Japan and Germany, have permanent representatives on the spot, ready to bid instantly with turn-key processes, joint venture options, or licensing deals.

If current plans are realised it is probable that pvc and polyethylene units will reach a high state of activity in these regions around 1980-90, although other polymers can be expected only in much smaller quantities.

From these developments will flow, if nothing else, a demand for new technology, plant machinery, moulds, and specialised materials to meet the cash-in-hand needs of expanding consumer markets.

Such market opportunities are not confined, of course, to the OPEC States. The Soviet Union and Eastern Europe, for instance, are planning vast expansions of their petrochemical and plastics industries, primarily to catch up with the advanced technology and production capacity of the West. While British companies hesitate, German and U.S. firms are supplying the know-how, licences, and plant.

Clearly, Britain must step up the export pace if it is to remain a contender for new business in both the diminishing and expanding markets for plastics and petrochemicals. But if the major risks are to be taken by the private sector, especially in terms of investment, it would seem timely for a little more official support and encouragement in the form of new export incentives and the relaxation of counter-productive controls and legislation.

Don Penny
News Editor
Plastics & Rubber Weekly

Additives' vital role

A VITAL sector of the plastics industry that is often overlooked, but which has made a great contribution to the widening of plastics applications over the years, is that supplying additives. It is a commonly held belief that plastics products are produced from polymers by the simple application of pressure and heat. This can only be done across a limited range of materials, however, and the need to introduce additives is more usual.

Additives fall broadly into two sections—those put in to aid the plastics process itself, and those added to give the material some special property in use. With increasing demands being made on plastics technology, the additives are taking on more and more importance.

The most common additives, or ancillary materials as they are sometimes called are heat and light stabilisers, antioxidants, plasticisers, lubricants, fillers, reinforcements, pigments catalysts and accelerators.

Structure

Some plastics materials resist the additives designed to influence their properties, others accept them with no problems. Both the nature and the quantity of the additive depends on the structure of the particular plastics material being handled—rubber added to polystyrene will reduce the brittle characteristics of the material where glass fibre would do little to help.

One of the outstanding examples of how an additive has opened up wide markets, is in the area of plasticisers, particularly when used in PVC. By their chemical nature these additives cling to parts of the molecular chains of PVC and allow them to lie further apart. Neighbouring chains can slide over each other making the material more flexible. This added characteristic has produced a huge market in guttering and down-pipes, floor tiles, vinyl fashion fabrics and rainwear. In some uses the additive can represent a large proportion of the total content—in flexible PVC sheetings, for instance, the content of plasticiser can be 60 parts per 100 parts of polymer.

Plasticisers are also used to improve the flow of the compound during moulding, extruding and thermoforming, but are rarely used with thermosetting materials.

Fillers, on the other hand, are used mainly with thermosetting materials and are employed to reduce brittleness, to modify properties in some other way, or simply to make the finished article cheaper. A filler can be wood flour, cork dust, paper pulp or asbestos, for instance, and considerable quantities can be added—up to 50 per cent. of the plastics material weight in some instances. Although not usually used with thermoplastics, some will accept large quantities of such materials as whiting, clays and limestone dust. PVC floor tiles already referred to contain much of this sort of additive.

Flame retardants in plastics have taken on a quite new importance in the additives field of late as the industry has had to look closely at some of its products in this problem area. One of the world's largest manufacturers of plastics additives, CIBA-GEIGY, has just increased its aryl phosphate capacity with this in mind. Triaryl phosphates are used as flame retardant plasticisers in PVC.

Coal tar phosphates have been used by the plastics industry for many years. Synthetic phosphates now circumvent the problems of supply and variable quality and offer additional advantages in the areas of lower toxicity and improved light stability. They are used as plasticisers in areas where flame retardance is a particular requirement, like conveyor belting in coal mines, leathercloth for car interiors, protective clothing, tarpaulins, insulated cables, and one of the most publicised applications—vinyl wallcoverings.

For CIBA-GEIGY a large amount of research effort is concerned with additives designed to overcome limitations and extend the life of polymers. For example, Tinuvin 770 is the first of a new generation of hindered amine light stabilisers that are so effective when used in polymers such as polypropylene, HDPE, ABS and polyurethane that they can be employed in tough, outdoor applications that would be impossible without the additive.

Stabilisers, as this application implies, are concerned with preventing or reducing degradation of polymers when they are exposed to the atmosphere, the sun, and u.v. light and heat. Similarly, some polymers degrade through oxidation at elevated temperatures or under u.v. light. These are therefore compounded with antioxidants to prevent this. Phenols and organic amines are used for this, and where colour is unimportant carbon black will protect polythene.

Coloured

Colour itself is probably the most obvious of the additives, since many finished plastics articles are coloured, and many pigments and dyes are used to gain the right results. Solid pigments are used in translucent and opaque products, with perhaps a dye as well, although the dye will be used on its own in transparent materials. Naturally, the pigments and dyes used must be insensitive to heat when the compound is to be moulded, extruded or thermoformed, and there must be no chemical action on the polymer or any additive used. There are also the problems of colour fade on exposure to sun and u.v. light.

This is another field in which CIBA-GEIGY is heavily involved, and intensive research has been required again in this area to meet the technical requirements of the colouring matter used in a wide variety of applications. The heat stability properties, for instance, are being stretched all the time by the higher process temperatures being used to speed up production. Also, lightfastness and weatherability have had to be looked at specially carefully because of the many applications in building, such as cladding, piping, guttering, and even window frames.

Improved dispersion of the pigments is necessary to meet the requirements of faster processing, and it is also vital that colorant from a plastics article does not bleed into or stain an adjacent one or, in the case of packaging, affect the contents—a particularly important point in foodstuffs packaging.

New markets and new applications for plastics materials are being talked about all the time, as well as new processing systems. There is no doubt that one of the keys to this broadening of the technology is found in the field of additives, and much of the progress of plastics into more and more stringent operating environments depends on research effort in this field.

Hugh Colver

BOOKS

In search of man

BY C. P. SNOW

Leakey's Luck, by Sonia Cole. Collins, £5.50. 448 pages

L. S. B. Leakey made more changes in our view of human origins (that is, of the evolution of our species) than any single man. To do that required a good many of a fairy godmother's gifts—luck, energy, endurance, brains. It probably also required the ability to make oneself abnormally distrusted and disliked. Leakey was not a scientist's scientist.

He was the opposite of an easy man. He was argumentative, rash, once or twice worse than rash. He was a bit of a megalomaniac. He was a show-off. He loved the public stage and was born for it. He was out to discover the truth, and he was also out to make his name world famous. He quarrelled with everyone round him, including his second wife and his son Richard, both more scientific anthropologists than he was, and the latter now making discoveries even more dramatic than his own. But Louis Leakey was the pioneer and founding father, and he did very great work.

He was the son of an English missionary in Kenya, himself an unusual man who translated the Bible into Kikuyu. There was no money. There was never any money, though Louis lived to be 69. Somehow he went to an English public school, which he found restricting after being enrolled as a member of a Kikuyu age group.

Then he proceeded to Cambridge, determined to read for Part II in Anthropology. But he had to take a Part I first. He chose modern languages and offered the somewhat unfamiliar combination of French and Kikuyu. The Modern Languages Faculty, not unnaturally, resisted. After all, it appeared that Leakey was the only person who could examine himself in the second language. That was the first of his struggles with regulations. Ultimately he prevailed. In due course he got a very good First in Part II, and began a lifelong dedication to (a) discovering fossil fragments of manlike creatures (b) begging for funds to do so.

His kind of fossil-hunting needs a peculiar kind of intuition, as well as intense scientific care. You have to possess an eye for country in order to know where to try. You have to recognise bits of bone a long way off. In Leakey's earliest days, you had to be enough of a geologist to date your finds (isotopic dating, which Leakey never quite came to terms with, arrived much later and has settled many problems).

It is obvious that the subject lends itself, with singular ease, to passionate disagreement, and gives more than enough opportunities for fraud. For instance, Leakey appears always to have been convinced that Teilhard de Chardin had a considerable hand in the Piltdown faking—though whether Leakey had any hard evidence hasn't been revealed. He himself ran into trouble early in his career. He had already established a reputation for a palaeoanthropologist's equivalent of green fingers. That is, wherever Leakey dug, fossil finds emerged. Darwin had once said that man probably originated in Africa, and Leakey, digging in Kenya and Tanzania, was on the way to proving it.

However, he was always liable to overstate his case, and in his thirties he did so badly. He found a mandible which was obviously human, dated it to about 500,000 BC, claimed that it was the earliest definite specimen of homo sapiens, and treated the geological surround (on which the dating completely depended) with extreme carelessness. A personal enemy, a geologist called Boswell, intervened and accused him in effect of dishonesty. This was one of the more unpleasant scientific controversies of the 1930s, and might have finished Leakey's career for good.

It did finish Leakey's chance of a job in Cambridge. A divorce was another score against him. It is strange to recall that, only 40 years ago, a divorce was regarded with such intense reprobation. But Leakey was altogether too powerful and too gifted to be submerged. He got a minor and ill-paid job as Curator of the Nairobi Museum, and began his revolutionary explorations in the Olduvai Gorge. Again he had chances to overstate his case and often did. He had a passion for inventing new species, which more orthodox anthropologists detested. But no one could doubt that he had made finds of primary importance. No one could take that away from him. Those finds are on the record for ever.

In short, what he discovered were remains of manlike creatures, not true men and not indisputably ancestors of true men, but still closer than any one had dared to think, who lived at Olduvai about one and a-half million years ago. Olduvai is not specially salubrious now, but at that period it supported large populations of gigantic animals, pigs as big as rhinos, buffalo-like creatures larger than elephants, enormous baboons. Small hominids lived there too—walking erect, using primitive tools, cunning enough and aggressive enough to collaborate, so it seems, in slaughtering the baboons — who were one of their favourite foods. Nowadays most anthropologists classify these hominids with the australopithecines, though Leakey didn't. But there they were, and the discovery pushed back the origins of man hundreds of thousands of years.

Just before Leakey's death, his son Richard, rival and successor, made an even greater find. Round Lake Rudolf—hideously arid country now, but in the Pleistocene teeming with life—he identified a far more manlike creature, with a much bigger brain than his father's hominids, living nearly a million years before.

It is important to stress that, though streaks of interpretation may differ, there is no scientific doubt whatever about either the Olduvai or the Lake Rudolf finds. They are decisive for the history of the species related to man's.

Mrs. Cole has written a thorough account of Louis Leakey's tumultuous career. She knew him well, is herself a professional anthropologist, and often collaborated with him. In a sense, she was too close to him to produce an entirely satisfactory life. I don't mean that she goes in for excessive hagiography. She doesn't. She is admirably tolerant and balanced and depicts both the horns and halos of Leakey's kind of genius. She has much sympathy with both of Leakey's wives, who had a good deal to put up with. And she can perceive the great merits of the cooler, though equally obsessive, mind of Richard Leakey.

Mrs. Cole, however, was intimately involved with Leakey's fund-raising, and that takes up a disproportionate amount of her book. It is maddening that he should have had to spend so much spirit and effort upon it, but she could have told us that, rubbed it in, and let it go.

She does make us realise that he was a flawed genius but a real one. It is sad that this country did so little to recognise him. Apart from an Honorary Fellowship at St. John's and an F.B.A., he got little from England. In America he had gigantic acclaim and the comparison is not to our credit.

U.K. ECONOMIC INDICATORS

General	Unit	1975 May	1975 Apr.	1975 Mar.	1974 May	1974 Apr.
Unfilled vac'n's¶	'000s	164.1	173.4	178.0	429.8	399.0
Unemploymt.¶ a	'000s	813.0	899.7	768.4	535.4	646.8
Currency resrvs	$bn.	6.491	7.132	7.117	6.920	6.956
		Apr	Mar.	Feb	Apr.	Mar.
Bank advances b	£bn.	14.770	14.877	15.024	13.986	13.918
Manf'd prods d	1970=100	182.0	179.0	175.9	146.3	142.4
Basic mater'ls d	1970=100	223.0	221.8	218.8	217.4	215.0
Retail prices	Jan.'74=100	129.1	124.3	121.9	106.1	102.6
		Mar.	Feb.	Jan.	Mar.	Feb.
Trms of trade e	1970=100	78.4	78.3	77.2	72.9	74.1
Wage rates	July'72=100	166.8	160.6	158.7	125.7	124.0
HP debt¶ e	£bn.	2.265	2.284	2.303	2.378	2.398
Indust. output**	1970=100	104.6	105.5	105.2	105.7	103.1
Rtl sales val.**	1971=100	166.3	166.7	165.8	138.2	136.8
		1975			1974	
Trade and Industry		May	Apr.	Jan.-May	May	Jan.-May
Comm. Vehicles*	'000s	32.0	32.6	29.9	36.1	31.3
Cars*	'000s	69	107	106	158	132.2
		Apr.	Mar.	Jan.-Apr.	Apr	Jan.-Apr.
Imports f o b.**	£bn.	165.5	165.8	172.4	166.2	158.3
Exports f o b**	£bn.	136.6	154.0	148.1	125.5	115.6
Visible trade balance	£bn	−0.289	−0.118	−0.243	−0.407	−0.426
Steel (weekly average)*	'000 tonnes	429.5	494.4	471.0	459.7	424.4
Bricks*	millions	414	381	400.2	519	453
Cement (wkly average)*	'000 tonnes	327	335	314	388	330
Houses cmpltd.§	'000s	26	23	23.3	30.2	22.45
Man-made fibres*	m. kgs.	46.13	44.23	44.31	63.9	59.48
		Mar.	Feb.	Jan.-Mar.	Mar.	Jan.-Mar.
TV sets‡	'000s	202	234	246	269	282
Radios, radiograms‡‡||	'000s	282	301	356	383	468
Hosiery*	1970=100	89	91	88	102	97
Petroleum†	m. tonnes	7.22	7.23	7.59	8.92	8.40
Furniture†**	1970=100	150	153	150	144	134
Raw cotton (wkly average)	'000 metric tonnes	1.96	2.15	1.97	2.55	2.09
		Feb.	Jan.	Jan.-Feb.	Feb.	Jan.-Feb.
Engin. (orders on hand)**	1970=100	126.0	127.8	126.5	136.0	135.5
Machine tools†	£m.	25.1	23.0	24.05	18.3	16.7
Elec cookers† f	'000s	77.0	80.2	78.6	64.4	63.9
Washg mchns.†	'000s	85.9	83.9	84.9	75.7	73.6
		1975	1974			1973
		Jan.	Dec.	Jan.	Jan.-Dec.	Jan.-Dec.
Raw wool§	m. kilos	8.9	7.7	8.7	9.4	10.4
		1st qtr.	4th qtr.	1st qtr	Year	Year
Consumer spending	£bn. 1970 values	9.125	9.010	8.346	35.607	35.759
Motor trade turnover	1967=100	243	209	186	207	192
		1974			1973	
		4th qtr.	3rd qtr.	Year	4th qtr.	Year
Bldg. and civil engineering*	£bn.	2.623	2.667	10.220	2.372	8.984

* Production. † Deliveries. ‡ Net sales. § Consumption. ¶ Great Britain, not seasonally adjusted. ** Seasonally adjusted. †† All manufacturing industries. || Excluding car radios. ‡‡ Deliveries, U.K. made and imported sets. a Figures revised November, 1972, earlier figures adjusted. b Constituent changed January, 1973, to refer only to U.K. residents' sterling. c Revised May, 1973. d Prices. e From January, 1974, figures were calculated on 1961 base series linked to December, 1973. From October, 1974, onwards all 1974 figures and 1973 figures back to July have been revised and fully rebased to continue on a full 1970 base. f Including cooker griller toasters.

Among partisans

BY DAVID LASCELLES

Footholds Against a Whirlwind by Alexander Glen. Hutchinson. £6.50. 275 pages

The days of genial adventurers may be over, but at least we can still read about them. Alexander Glen has packed into—or had thrust into—his life more action than most of us will ever see, and his autobiography was bound to be a good read, especially since he writes with fluency and colour.

The author is best known these days as Board member of BEA, chairman of the British Tourist Authority and inquirer into Upper Clyde. But though this section of the book gives some intriguing insights into recent history (why BEA pilots get militant, how tourism became a £1bn. a year industry, and what was wrong with Glasgow shipbuilding) I found his travelling and wartime experiences more absorbing.

While still at Oxford he went on his first trip to the Arctic where he was to return several times as an explorer. Huskies, glaciers and the long winters were all part of the scene. "But," he writes, "these winter months of darkness had their own magic, a suggestion of eternity which has given me throughout life something I could not have discovered elsewhere."

Grimmer times followed when he was posted to Spitsbergen in the war with the task of preventing the Germans using the island as a base for attacks on the Murmansk convoys.

But the core of the book concerns his next posting—to assist the Yugoslav partisans. He was already familiar with Yugoslavia having served there at the outbreak of war, and he gives a useful analysis of why Hitler attacked the country, and how the invasion split the population between the rightist Ustashe and the communists—a tragic episode of the war, all too little understood in Britain.

Along with firsthand descriptions of what he calls "epic resistance" in the hills of Bosnia and Serbia, he views the struggle from Whitehall and argues that Britain was late in supporting the Titoist troops, aiding instead the less effective Cetnik resistance. But he agrees that by finally coming to Tito's help Britain opened the door to Communism in Yugoslavia, though he believes this would have happened anyway.

The book ends with the author's view of Britain's troubles to-day. We are paying for our solitariness in the 1950s and 60s, he believes, when we failed to see what was going on outside. But internally too he blames a poor relationship between Whitehall and the people at large, and a government that "too often creaks."

M. T. Wadey: notable début as a novelist

Fiction

Beginners please

BY ISABEL QUIGLY

An Italian Delusion by Oliver Knox. Collins, £2.25. 157 pages

Reflections on a Mountain Summer by Joanna M. Glass. Macmillan, £3.95. 307 pages

Sleight of Heart by M. T. Wadey. Constable, £3.50. 215 pages

The House on Cheyne Walk by Perry Organ. Heinemann. £2.90. 220 pages

A Country Doctor's Notebook by Mikhail Bulgakov. Translated by Michael Glenny. Collins/Harvil. £2.95. 158 pages

Opening Account by Michael Geare. Cassell, £3.00. 160 pages

Four first novels: four good (or at least not all bad) first novels: at this rate one starts to feel cheerful about the fate of fiction. Take Oliver Knox. At 51 he comes up with a first novel that's rather more than promising, an Anglo-Italian comedy of manners, and of errors spiritual rather than temporal, witty with apparently no strain.

Cool, idiosyncratic, rather tentative, marginal and sidelong, like its hero, it deals with the ironies of exile: specifically, of the Englishman in Italy, where he feels the landscape being what it is, that he ought to enjoy himself. Peter has been pushed out of his job, country and way of life with enough money to live on and an Italian farmhouse to live in, but with, as sole companion, a rabbit called Lops. Almost apologetically, he confronts his own loneliness, the immeasurable freedom against which he makes careful plans, a timetable of therapeutic duties.

Then friends arrive to break it, and with them an earthquake (small), a hint of blackmail (scarcely perceptible), a broken tooth and its odd consequence (since the dentist's assistant turns out to be part of both earthquake and blackmail), and a love-affair that turns not sour exactly, but in retrospect not what it once seemed. Things end in unexpected violence, but the stab comes from nature, not people.

The Italian word delusione means something like disappointment. The English word "delusion" means something a little different. Knit the two together, as they are surely meant to be knitted in the title, and they provide a complex comment on what happens.

Or take Reflections on a Mountain Summer Rooms (R.O.A.M.S.—you see?) is the code-name of the novel Jay Rutherford, in the present, is writing about his own past. His wife Pat is bored and disapproving. Why air old scandals? She sounds a heavy cross to carry but turns out to be, more sympathetically, a faint reminder of the oldish, plainish, pathetic yet likeable mother Jay digs out from his memories of 1932, when they spent a summer in the Canadian Rockies, just the two of them and her lover, the father-figure Jay has been seeking without satisfaction ever since. Back and forth from Rooms to the present he flits, nothing very important seeming to have happened to him in between. The lover gone, his mother gave up and wandered distraught through the rest of her days. And Jay was left with a lifelong sense of emptiness and loss.

Loss is sometimes claimed as the worst spiritual suffering it is possible to envisage, but it isn't easy to put across imaginatively. This novel manages to express it, to give life and body to what isn't there, to the gnawing, hungry pain, the longing for totality and fulfilment, and to its opposite, the sense of concentrated glory.

Sleight of Heart is narrower, tighter, a study of intense relationships between three adults who were once children together, now grown to almost total apartness, though two are married to each other, two are cousins and all three share a long background of familiarity in the one place (Polruan, in Cornwall, it seems to be). "They were in total opposition, alien and irreconcilable," we are told at one point, the couple having asked the wife's cousin to stay in the hope, scarcely formulated, that he may effect some change, bring about some miracle and reconcile their impossible differences. An "atmospheric" novel, it relies mainly on the intensity of its atmosphere and on exact observation of its characters; what is best expressed is the inner life of the woman, Esther, the remnants of the past that haunt the present, and lingering moments visually expressed, like snapshots in strong sunlight.

The last of the new novelists, Perry Organ, is grippingly readable for at least the first chapters of The House on Cheyne Walk; mainly, I think, because she deals with things familiar here—London life of a certain sort, places, streets, houses—from an unfamiliar point of view, with a foreign eye. A New England spinster comes to London to care for the nephew orphaned by her sister's sudden death; nearly 30, virginal, sheltered, prim, a schoolmistress yet an heiress, she sees the life around her, and her unknown brother-in-law Charles, as decadent, enticing, irresistible. All is not as it should be, as the dead woman's diary shows, and then things lose their grip, since it's hard to believe in a diary written just like a novel, a difficulty novelists who use diaries, which are not novels or written with the purpose and function of a novel, seldom manage to deal with.

A Country Doctor's Notebook, by the author of The Master and Margarita and The White Guard, consists of short stories based on his experience as a medical man just before, during and after the Russian Revolution. "Don't be too hard on us," he says: "after all we—a doctor, a feldsher and two midwives—are human too. For months on end we see no one apart from hundreds of sick peasants"—as if peasants were scarcely people at all. Indeed, most of it reads more like the reminiscences of a vet than those of a physician—the primitive conditions, the violent cures, the often animal-like behaviour, unexplained and inexplicable, of the patients. An excellent translation gives the right sense of ebullience, the craftsmanly joy in communicating so strong in Bulgarov.

Comedy is in the eye, the heart, the feeling, of course, not in the situation; it fits a bank as well as anywhere else and Michael Geare's Opening Account is a comedy set in the tiny country branch of a family-run bank to which the chairman's nephew, an uncouth but likable youngster, is sent to learn the business. This is really a beguilingly funny little book.

Crimes

BY WILLIAM WEAVER

The Pious Agent by John Braine. Eyre Methuen, £3.25. 252 pages

Mr. Braine in Bondage. His agent, Xavier Flynn, is a clever invention. He kills them, then he says some Hail Marys. He also makes an Act of Contrition after each lay (and there are lots). The first pages are unnecessarily confusing—Dallas and JFK are dragged in for no apparent reason—and the writing is often murky, but beneath the opaque prose, there is a pretty good story.

Murder Sails at Midnight by Marian Babson. Collins, £2.50. 191 pages

A fine, old-fashioned thriller. A hired murderer on an ocean liner, with an assortment of eligible victims. Who is he going to hit? By the time he comes to fulfil his contract, we have grown fond of everyone. The ending is thoroughly satisfactory. Miss Babson knows how to build suspense, and she is the Elizabeth David of red-herring cuisine.

Critics of the Press

BY REX WINSBURY

Newspaper Money by Fred Hirsch and David Gordon. Hutchinson, £3.75. 146 pages

The idea that the so-called "quality press" of Britain is too elitist, written by and for and about too narrow a band of society with too narrow a range of intellectual and social sympathies, is certainly not new, although it has rarely been stated as lucidly as it is here by two Economist journalists (one of them, Mr. Hirsch, ex-Economist). But what gives a new edge to the argument is their attempt to link this narrowness to the basic economic facts of life of the "quality" Press—its extreme dependence on advertising, which means that only readers with a high income, or holding positions of power in society, are needed or sought. Regarding this as a weakness of the British political system because it causes the upper crust simply not to understand the feelings of those much lower down, the authors therefore propose a remedy. In pursuit of the ideal, so often held out by reformers of the Press, of making one reader more nearly equal to another in newspaper terms, they suggest an Exchequer subsidy or "bounty" for accretion of readers, to induce the "quality" press to increase circulation and thereby, presumably, widen its social and intellectual horizons.

Mr. Hirsch and Mr Gordon are clearly impressed with the experience of The Times, which spent a lot of money increasing its circulation only to shed the new readers when it discovered that they were by and large valueless in advertising terms, being neither rich nor powerful. They are also impressed by the failure of the Guardian to attract advertising on anywhere near the scale of The Times or the Financial Times, despite outselling them both.

As so often, it is easier to say what is wrong with Fleet Street than to find a practicable remedy. On the Hirsch-Gordon scheme, a newspaper selling between 50,000 and 1m. copies would get a "bounty" of £100,000 for putting on 10,000 extra readers, provided that advertising did not exceed 75 per cent. of total revenue. That condition would rule out the Financial Times for a start, and anyway £100,000 is peanuts compared to its total budget, whereas 10,000 is quite a big addition to circulation and printing costs. But, the authors argue, their scheme would have yielded £3m for The Times in the three years when it was putting on new readers, so making them worth while, and would encourage papers like the Birmingham Post and the Scotsman to follow the trail of the Guardian in aspiring to national rather than regional status. On closer inspection, however, their scheme, like so many newspaper aid schemes, really turns out to be a plan to help the Guardian, which is putting on readers anyway, qualifies under the advertising ratio rule, and could do with the money.

But the main objection is that the managements of the newspapers concerned, as at present constituted, are unlikely to take the money, even if offered (I imagine that the Treasury might be less than keen), simply because they would see it as compromising their editorial independence. It is true that few national newspapers are likely to make money this year, and this might perhaps induce some managements to swallow their pride, as British Leyland and so many other companies have done. But others would, almost literally, die first, and in any case I can hear howls of protest from the "popular" press at what they would, perhaps rightly, interpret as a government hand-out to strengthen their snootier Fleet Street brethren.

But to reject one remedy is not to reject all remedies: nor is it to reject the critique that leads to the proposal of the remedy. Mr Hirsch and Mr. Gordon have written a cogent thoughtful and mercifully succinct commentary on the "posh" papers, from the standpoint of admirers who would like to see them made even better, and read by more people. With a Royal Commission on the Press sitting, and so many newspapers in more or less serious financial straits, they are quite right to want to stimulate debate about the economic pressures on the Press, and about the desirability or otherwise of some sort of State assistance, now so common abroad.

Moreover, many journalists would accept that the outlook of the "quality" Press is too restricted, even if they would argue that this can be largely remedied by purely editorial decisions to make these papers more open to contrary views, more inquiring, more of a dialogue between writers and readers.

Ruddy revalued

BY PETER KEATING

Kipling: The Glass, The Shadow and The Fire by Philip Mason. Jonathan Cape, £6.00. 334 pages

It is easy to understand why Kipling has provoked such hostility from modern critics. He was openly scornful of fashionable aesthetic theories; the spokesman for a form of imperialism which many intellectuals found repellent; and, at a time when major English novelists almost expected to be ignored by the general public, Kipling's work was suspiciously popular. It is far less easy to explain why, nearly 40 years after his death, the appropriate critical response still seems to be either blind adulation or loathing.

In Kipling: The Glass, The Shadow and The Fire Philip Mason suggests a personal answer to this problem. He describes the various stages in his experience of reading Kipling, from childhood delight to undergraduate aloofness, through a long period of total neglect, then finally to a deep admiration, especially for the compassion and artistry of the late stories. These experiences are offered as representative of a whole generation, and the argument is a convincing one. For those readers who have never outlived their shame at having enjoyed Kipling as a child, Mr. Mason's voyage of "personal rediscovery" should come as the revelation it is intended to be.

The curious title of the book is taken from a short story by Robert Louis Stevenson and indicates two aspects of Kipling's work: the attractive but often superficial surface of the early Indian and Soldier tales, and the deep-rooted intangible mystery of the mature writer. Not that Kipling's development is reducible to any simple formula. The "strangely clever youth," as Henry James described him, who first made his name by fictionalising the gossip of Simla was, within a few years, the author of "On Greenhow Hill" and "Love—o'—Women" and they represented achievement rather than promise. "Mrs. Bathurst" one of the most haunting of Kipling's stories and usually classified as "late" appeared before Puck of Pook's Hill; while the theme of revenge that runs throughout his work is treated crudely in "Beauty Spots" and with bewildering complexity in "Dayspring Mishandled," yet both were published together in Limits and Renewals (1932), Kipling's last collection of stories.

Mr. Mason is very good on this kind of discrimination. Ultimately his case for Kipling rests on the later stories such as "The Wish House," "Friendly Brook," "The Gardener," and "The Eye of Allah," but this does not lead him to undervalue The Jungle Book or Stalky and Co. Nor does it blind him to the elements of coarseness and political misjudgment that are never totally absent from Kipling's work:

> Kipling's inconsistencies seem to me of an order peculiar to themselves. It was not that his public image was inconsistent with his private, but that within his written work there is tolerance and wisdom and compassion side by side with contemptuous dismissal of people he shut out from his consciousness altogether. He was at least two people in one skin.

Some of the sillier prejudices against Kipling are now disappearing, but if he is ever to be widely accepted as one of the greatest English writers of the present century, then the kind of balanced and sympathetic judgments employed by Mr. Mason are crucial. His reputation has suffered in much the same way as that of D. H. Lawrence, by the foolish critical habit of allowing obvious weaknesses to cancel out far more important strengths.

The Glass, the Shadow and the Fire does not present us with any biographical information not given by Charles Carrington or with critical insights superior to those to be found in the pioneering study by J. M. S. Tompkins. Mr. Mason draws extensively on these and other Kipling specialists, and gratefully acknowledges the fact. The real value of his book lies in its sane, well-balanced approach. It is the best general introduction to Kipling, covering both the life and the work, now available.

Mother India

BY KEVIN RAFFERTY

Indira Gandhi by Zaheer Masani. Hamish Hamilton. £6.50. 331 pages

Indira Gandhi is practically the most fascinating woman in the world. She is the daughter of an internationally renowned family and ruler of the second most populous country on earth, India.

Her life has many of the qualities of a fairytale. She watched the grown-ups struggle to throw the British out of India. She was prepared to burn her favourite doll because someone taunted her that it was foreign; later she organised a Vanar Sena (Monkey's army) of children to act as an intelligence unit for the Congress because she was too young to join in the main struggle. As hostess to her widowed father Pandit Nehru she learnt her unique apprenticeship with the levers of power.

When she herself came to power, she was put there by the old bosses of the Congress Party because they, like a hoary old syndicate of political sugar-daddies, thought she would be their creature, at their political disposal. But she beat them off. By the end of 1971 when she had won a smashing general election victory and humiliated and split Pakistan in two, Indira Gandhi was supreme, a magnificent Empress of India, stronger in power, richer in glory than practically anyone who has ruled India before. And she was loved by the masses, too.

Poor India. Mrs. Gandhi is still supreme politically, playing with a ruthless skill that no one so far has been found to match. But she has accomplished the vanquishing of her opponents and potential opponents, and thin wafting nightmares of opponents even, by expending time and energy that might have been better employed in seeking solutions to India's problems. For all its undoubted achievements since Independence (which the British would have not been able to match) India to-day has more poor, homeless, unemployed people than ever in its history and precisely in the last four years of Mrs. Gandhi's triumph has got progressively poorer.

Here is rich material indeed for a book, and over the first part of the course Mr. Masani manages very well. But in the later years much of the detail and excitement of the fascinating tapestry is lost. His judgments are good. For example: "However well-intentioned, Indira Gandhi's brand of socialism is a mixture of vague populism and pragmatism which can scarcely be called a political ideology. In its radical aspects, it is based on an emotional and maternalistic sympathy for the under-dog which has yet to be allied to a viable theory of social change." He is neither sychophantic nor over-critical. But the end product turns out to be a fine-boned skeleton lacking the dramatic flesh on the bones. We rarely get taken inside the corridors of power to see or feel the plot and counterplot of the Indian Raj.

And in finicky points of detail Mr. Masani is inattentive. For example he says that in 1971 Mrs. Gandhi won a two-thirds majority in the Lok Sabha and "about 70 seats more" than undivided Congress had won in 1967. He does not supply the figure.

WALL STREET + OVERSEAS MARKETS + FOREIGN EXCHANGES

Moderate rally in reduced trading

BY OUR WALL STREET CORRESPONDENT

NEW YORK, June 11.

MODERATE GAINS were scored on Wall Street to-day, reversing a three day decline, although best levels were not always held.

After regaining 6.59 to 829.01 in the first hour, the Dow Jones Industrial Average partially reacted to 824.55, for a net rise of 2.43. The NYSE All Common Index recouped 6 cents to $48.18, while advances led declines by 740 to 621. Trading volume, however, decreased 2.9m. shares to 18.23m.

Late in the session, it was reported that OPEC Nations will raise oil prices on October 1. There had been earlier reports that a rise was under serious consideration.

Market sentiment may have been aided by reports that President Ford will shortly consider recommendations for changes in the Tax Law to stimulate capital spending—the amount of money big business spends on plant and equipment.

Federal Reserve official Henry Wallich said There is a chance of a capital shortage once the economy revives, and the chairman of First National Bank of Chicago said only one or two more ½-point prime rate cuts are likely this *year and short-term rates have* bottomed and will rebound in the second-half. The prime rate generally stands at 7 per cent.

However, CITI corporation's chairman said the prime rate will reach a low of about 6 per cent. in the third quarter.

Motors and steels edged higher. **Dow Chemical** rose $1⅛ to $84⅞. Exxon put on $1⅛ to $89⅜ but most other International Oils were narrowly mixed.

Heavily traded **Demon** finished unchanged at $13½, despite its forecast of lower quarterly earning. **Data General**, also active, dropped $2⅞ to $28 on 269,200 shares.

Bausch and Lomb lost $1⅞ to $31⅞—it announced the settlement of a 1972 action suit brought against the company.

G. D. Searle, the most active issue, fell another $1¼ to $18¼.

Data General, also active, gave way $2⅞ to $28—a 1m. Common share offering got under way on Tuesday. Todd Shipyards sank $⅝ to $5 on a March year loss.

The American SE Market Value Index moved up 0.24 to 89.51, with advances outnumbering declines by 321 to 299.

OTHER MARKETS

Canada lower

Canadian stock markets were mainly lower in light trading yesterday. Only Base Metals, up 0.58 at 73.42 on index, moved against the general trend.

The Indstrial Index lost 0.18 to 184.97, Golds 1.13 to 413.53, Western Oils 0.75 to 783.46, Utilities 258.90 and Papers 0.10 to 109.46.

PARIS—Mixed to slightly lower, reflecting the threat of an oil price rise.

Banks, Constructions, Metals, Oils and Portfolios were mixed, while Stores, Foods, Breweries, Rubbers and Engineerings were lower. But Sugar Refineries, Electrics and Motors were well maintained.

Americans held up well but most other Foreign stocks fell back, with Golds and Coppers down. Oils were irregularly lower.

BRUSSELS — Closed yesterday, due to strike throughout Belgium by independent workers.

GERMANY — Prices fell on average up to DM3 in uncertain and sporadic trading, influenced mainly by reports from the Hoechst annual meeting.

Hoechst shed DM1.50 to 131 after saying it was doubtful if it could maintain its dividend in 1975, and announcing lower first five months turnover.

Banks declined across the board. **Dresdner Bank** lost DM1 to 226, **Commerzbank** DM2 to 197.50 and **Deutsche Bank** DM2.90 to 291.

In lower Electricals, **AEG** declined DM1.10 to 77.90 and **Siemens** DM1.50 to 254.

Among weaker Motors, **Daimler** shed DM1.30 to 291, **VW** DM2.50 to 100 and **BMW** DM4 to 219.

On the Bond Market losses of up to DM0.25 far outnumbered gains up to DM0.20, while the Authorities bought a nominal DM5.3m. of stock. The DM660m. *8 per cent. 8 year Federal Loan* was fully placed and quoted mostly at par.

AMSTERDAM — Quietly mixed. **Philips**, **Unilever** and **Royal Dutch** each firmed in Dutch Internationals, but **Akzo** and **Hoogovens** each eased.

State Loans reacted somewhat from recent firmness.

OSLO—Banks were quiet, while Insurances, Shippings and Industrials were narrowly mixed.

VIENNA—Quietly steady.

COPENHAGEN — Mixed to slightly higher in moderate trading.

SWITZERLAND—Slightly firmer on selective demand.

Major Banks were narrowly *mixed*, with an easier bias, while Financials rose, led by very firm **Juvena Bearer and Participation Certificates**. Insurances generally reacted while, in Constructions, **Losinger** gained sharply.

In the Foreign sector, Dollar stocks were narrowly mixed, Dutch Internationals steady, while Germans were little changed.

HONG KONG—Prices dropped sharply in decreased trading, attributed to poor performances by London and New York Stock Markets.

***Hong Kong Bank** shed* 30 cents to $HK16.50, **Hong Kong Land** 15 cents to $HK7.10. **Hutchison** 10 cents to $HK2.375.

TOKYO—Prices rallied, led by Electricals following a recovery in colour TV sales. Volume of 180m. (150m.) shares.

Crown Radio added Y30 at 128 on reports that it plans to drop an earlier scheme to close its electrical component plant. **Matsushita Electric**, which is increasing colour TV output, gained Y23 to 543, while **Alps Electric**, **Mistui Electric**, **TDK Electronics** and **Matsushita Communication** all firmed.

Shares related to the Government's fiscal Loan and Investment Programme also gained, but Paper-Pulps attracted profit-taking.

Reports that the Government plans to extend low interest loans for another 50,000 housing units and also intends to ask Commercial Banks to reduce their interest rates on housing loans boosted Housing Construction - Related shares.

Sekisui Prefab Homes gained Y100 and a new 1975 high of 1,670 on increased buying from Mutual Funds.

Shiseido *advanced Y60 to a new* year high of 1,460 on expectations of a capital increase.

JOHANNESBURG—Gold shares generally mixed, following the lower London bullion fix. Mining Financials were steady.

Platinums moved ahead, mainly on London buying.

AUSTRALIA—Mixed to lower, with largest declines recorded by Sugars, Beach Sands Mines, Textiles and Electricals.

Weak Beach Sands Mines included **Associated Minerals**, which fell 15 cents to $A2.70, **Consolidated Rutile** 10 cents to $A2 and **Westralian Sands** 4 cents to 48 cents.

In Uraniums, **Pancontinental** declined 13 cents to $A3.33. **Western Mining** firmed 4 cents to $A1.82 and **Great Boulder** 3 cents to 70 cents.

Indices

NEW YORK

DOW JONES AVERAGES

Close	Home Bonds	Transport	Indus	Util.	Trading volume† 000's
June					
11	—	164.21	824.55	81.51	18,230
10	69.27	162.72	822.12	81.60	21,150
9	[illegible]	170.07	830.10	82.21	20,670
6	67.91	170.52	839.64	82.22	22,250
5	67.12	167.72	842.15	82.82	21,610
4	[illegible]	168.02	839.96	83.01	22,300
3	67.70	169.82	846.14	82.37	26,590
2	67.56	169.04	846.61	80.71	29,240
May					
30	67.60	167.25	832.29	79.92	22,570
29	67.21	165.72	815.00	78.64	18,670
28	[illegible]	165.64	817.04	77.45	21,250
27	[illegible]	164.99	826.11	77.46	17,150
23	[illegible]	164.96	831.90	77.17	17,670
22	67.40	164.37	815.91	77.25	17,610
21	67.94	164.42	818.68	77.17	18,640
20	[illegible]	166.22	830.49	78.05	18,510
1975 High	69.92	174.12	858.75	85.01	—
	(4/4)	(5/5)	(14/5)	(4/6)	—
Low	66.16	146.47	632.04	72.02	—
	(5/1)	(2/1)	(2/1)	(2/1)	
All-time High	—	279.88	1051.70	163.32	—
		(7/2/69)	(11/1/73)	(20/4/65)	
Low	—	13.23	41.22	10.50	—
		(8/7/32)	(8/7/32)	(28/4/42)	

† Excluding bonds.

IND. DIVIDEND YIELD p.c.

June 5	May 30	June 7, 1974
4.59	4.63	4.52

N.Y. SE ALL COMMON INDEX

December 31, 1965=50.

1975 High	1975 Low	June 11	June 10	June 9	June 6	June 5
49.65 (5/6)	37.06 (2/1)	48.18	48.12	48.54	49.13	49.26

RISES AND FALLS

Issues traded	Up	Down	Unchanged
1,809	740	621	448

	June 11	June 10	June 9	June 6	June 5
New Highs	61	32	109	142	155
.. Lows	7	2	3	2	6

AMERICAN SE MARKET VALUE INDEX

Starting base 100 Aug. 31, 1973.

1975 High	1975 Low	June 11	June 10	June 9	June 6	June 5
90.71 (5/6)	62.20 (2/1)	89.51	89.27	89.90	90.59	90.71
Volume 000's		2,270	2,570	2,740	3,290	3,150

U.S. STOCK INDICES STANDARD AND POORS

	*Industrials	†Composite
June 11	101.63	90.55
.. 10	101.30	90.44
.. 9	102.39	91.21
.. 6	102.57	92.48
.. 5	104.17	92.69
.. 4	104.07	92.60
.. 3	104.49	92.89
1975 High	104.49 (3/6)	92.89 (3/6)
1975 Low	77.71 (8/1)	70.74 (8/1)

* 425 Industrial. † 425 Industrials, 50 Utilities, 25 Rails.

STOCK AND BOND YIELDS

	June 4 1975	May 29 1975	June 5 1974
Ind. Ord. yield pc	3.64	3.73	3.66
Ind. Ord. p/e ratio	11.29	10.43	11.12
Long-term Govt. Bds. per cent	5.91	5.86	6.60

WEDNESDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Changes on day
Searle G. D.	687,000	18¼	−1¼
Data General	269,200	28	−2⅞
Avon Products	180,400	43½	+1
Southern Co.	167,100	12	−⅛
Damon	166,900	13½	—
Occidental Petlmn.	154,700	18⅝	+⅞
Std. Press	149,000	9⅝	+⅛
Kresge S.S.	132,500	30⅝	—
White Cons.	122,800	21½	+½
Reserve Oil	122,200	9⅝	−⅜

TORONTO

INDUSTRIAL INDEX

June 11	June 10	1975 High	1975 Low
184.97	185.15	189.66 (14/5)	150.41 (2/1)

MONTREAL

INDUSTRIAL INDEX

June 11	June 10	1975 High	1975 Low
193.72	193.99	197.95 (14/5)	150.95 (2/1)

COMBINED INDEX

June 11	June 10	1975 High	1975 Low
187.89	188.20	191.02 (14/5)	158.02 (2/1)

JOHANNESBURG

	June 11	June 10	High	Low
Industrials	222.2	220.5	222.2 (11/6)	183.0 (23/1)
Golds	311.4	307.4	379.1 (2/1)	285.2 (15/4)

1958=100. Source: Rand Daily Mail. * 1974.

MELBOURNE YIELDS

Av'ge yield on 50 Leading Stocks	June 5	May 29	May 23
On Dividends	7.02	7.13	7.58
On Earnings	13.49	13.67	14.44

SYDNEY ALL ORD. INDEX

June 11	June 10	High 1975	Low 1975
377.63	379.08	387.27 (6/6)	289.86 (9/1)

TOKYO NEW SE INDEX

Base=100 January 4, 1968.

June 11	June 10	High 1975	Low 1975
328.69	326.89	332.96 (22/5)	268.24 (10/1)

HONG KONG INDEX ⊕

June 11	June 10	High 1975	Low 1975
334.83	340.46	341.57 (9/6)	160.42 (3/1)

SINGAPORE INDEX §

June 11	June 10	High 1975	Low 1975
233.84	231.55	268.69 (11/3)	153.26 (3/1)

EUROPE

	June 11	Previous	1975 High	1975 Low
Belg'm (a)	(c)	110.42	[illegible] (15/5)	89.01 (2/1)
Denm'k (b)	92.00	91.84	92.04 (9/6)	75.06 (15/1)
France (d)	66.4	66.4	72.8 (25/4)	51.70 (2/1)
Germ'y (e)	667.0	670.5	726.1 (15/4)	[illegible] (2/1)
Holland (f)	100.7	100.6	107.5 (6/5)	[illegible] (2/1)
Italy (g)	97.54	97.03	[illegible] (21/2)	[illegible] (8/1)
Spain (h)	100.80	101.50	[illegible] (22/4)	96.98 (10/1)
Sweden (k)	361.72	363.3	376.62 (15/5)	[illegible] (9/1)
Switz'rl'd (m)	265.7	268.4	296.1 (6/5)	[illegible] (2/1)

Indices and base dates (all base values 100):—(a) Belgian S.E. 31/12/63. (b) Copenhagen S.E. 1/1/73 (d) Paris Bourse 1961 (e) Commerzbank December, 1953 (f) Amsterdam Industrial 1970 (g) Milan General 2/1/73. (h) Madrid S.E. 31/12/74 (k) Stockholm Industrial 1/1/58. (m) Swiss Bank Corp 31/12/58 (u) Unavailable. ⊕ Hang Seng Bank 31/7/64 § Straits Times 1966 (c) Closed * Adjusted

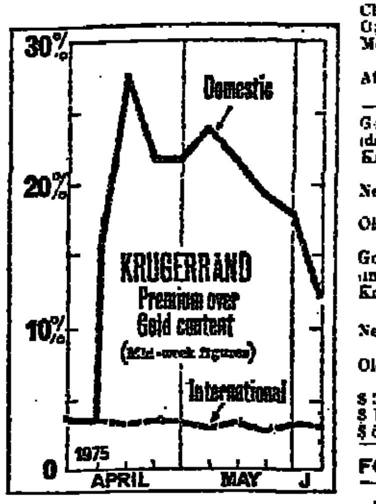
Record £ low

Sterling fell to record low levels against major currencies in general in the foreign exchange market yesterday, with its trade-weighted average depreciation against ten units since the Washington Currency Agreement of *December, 1971 (as calculated by* the Bank of England) widening to 25.9 per cent. on balance, from the previous 25.0 per cent. (and from the previous record, touched in mid-May, of 25.2 per cent.). The weighted fall on this basis was 25.4 per cent. in early dealings and at noon. The Bank's rate was, however, struck ahead of the close of dealings in the London market at large, and with the pound once more coming under late pressure, significant further movements took place in the pound in late dealings. Another *measure of the pound's fluctuation* on a weighted basis, that of Morgan Guaranty, based on noon rates against 14 currencies on noon rates in New York (5 p.m. London time, the standard London closing time) showed the pound as weakening to a depreciation of 32.09 per cent., from 30.52 per cent. In terms of the U.S. dollar, the pound fell the exceptional amount for one day of 262½ points (some 1.14 per cent.) to $2.2800-2.2815. The pound opened at $2.3030-2.3040, and trended downwards over the day, falling particularly sharply in late dealings (as it did on Tuesday).

The dollar generally lost ground against leading units, possibly affected in some degree by the weakness of the pound. The U.S. currency's trade-weighted average loss since the Washington Agreement (as calculated by Morgan Guaranty) widened to 7.10 per cent., from 7.00 per cent.

Gold was reduced $1 an ounce on balance in London to $164¼-165¼, in moderate business. The spot price opened at $165-166, and eased away over the day.

The Krugerrand fell sharply further in relation to gold in domestic dealings, with the premium over its gold content narrowing to 12 per cent., from 16⅝ per cent. Turnover was unexceptional, but it seemed that the fear of supplies being smuggled into the country, even if not smuggling, worked to lower the premium. In international dealings, the premium was unchanged, at 3[illegible] per cent.



GOLD MARKET

	June 11 1975	June 10 1975
Gold bullion (a fine ounce)		
Close	$164¼-165¼	$165¼-166¼
Opening	$165-166	$165¾-166¾
Morning fix'g	$166.25 (£71.717)	$166.00 (£71.681)
Afternoon fix'g	$164.75 (£71.662)	$165.90 (£71.644)
Gold coins (domestically)		
Krugerrand	$183½-185½ (£80½-81½)	$192¼-194¼ (£83¼-84¼)
New sov'r'gns	$56-58 (£24½-25½)	$59-61 (£25½-26½)
Old sov'r'gns	$55½-57½ (£24¼-25¼)	$58-60 (£25-26)
Gold coins (int'rn't'n'ly)		
Krugerrand	$169-171 (£74-75)	$170-172 (£73½-74½)
New sov'r'gns	$50-51 (£22-22½)	$50½-51½ (£21¾-22¼)
Old Sov're'gns	$50-51 (£22-22½)	$50½-51½ (£21¾-22¼)
$20 Eagles	$240-245	$240-250
$10 Eagles	$118-123	$120-125
$5 Eagles	$88-93	$90-95

FOREIGN EXCHANGES

June 11 1975	Bank Rates %	Market Rates Day's Spread	Close
New York	6	2.2775-2.3040	2.2800-2.2815
Montreal	8¼	2.3500-2.3818	[illegible]
Amsterdam	6	5.44-5.54	5.45-5.47
†Brussels	6½	79.30-80.50	[illegible]
Copenh'gen	8	12.37-12.55	[illegible]
Frankfurt	4½	5.30-5.40	[illegible]
Lisbon	6½	55.10-56.10	[illegible]
Madrid	†7	127.00-128.48	[illegible]
Milan	7	1,421-1,489	[illegible]
Oslo	5½	11.14-11.51	[illegible]
Paris	9½	9.08-9.27	9.09-9.11
Stockholm	7	8.89-9.03	[illegible]
Tokyo	8	664-674	[illegible]
Vienna	6	37.70-38.40	[illegible]
Zurich	4½	5.67-5.77	5.68-5.70

† Basic discount. ‡ Rates given are for convertible francs: closing financial franc 82.50-82.80.

OTHER MARKETS

			‡Notes Rates
Argentina	68.57-69.77	Argentina	[illegible]
Australia	1.7021-1.7181	Austria	[illegible]
Brazil	18.165-18.365	Belgium	[illegible]
Finland	8.044-8.054	Brazil	[illegible]
Greece	68.469-70.161	Canada	[illegible]
H'ng Kong	11.315-11.345	Denmark	[illegible]
Iran	152.9-165.9	France	[illegible]
Kuwait	0.654-0.664	Germany	[illegible]
Luxemb'g	79.40-79.70	Greece	[illegible]
Malaysia	5.2670-5.2830	Italy	[illegible]
N.Zealand	1.7265-1.7465	Japan	[illegible]
Saudi Arab.	7.95-8.05	Neth'l'ds	[illegible]
Singapore	5.1880-5.2120	Norway	[illegible]
S.Africa	1.5598-1.5757	Portugal	[illegible]
U.S. —		Spain	[illegible]
Canada		Switz'land	[illegible]
C$1=		U.S.	[illegible]
U.S. cents	97.78-97.73	Yugosl'a	[illegible]

‡ Based on rates quoted by special dealers. Other rates may be quoted elsewhere. * Rates given are for June 10. Rates for June 11 unavailable due to unsettled market conditions. ◆ Rate given is the commercial rate, financial rate 69.99-69.09.

FORWARD RATES

—	One Month	Three months
New York	1.05-0.95 c.pm	[illegible]
Montreal	0.75-0.65 c.pm	2.50-2.30 c.pm
Amst'dam	3¼-2¼ c.pm	[illegible]
Brussels	35-5 c.pm	[illegible]
Cop'nhgn	6-3 ore pm	[illegible]
Frankfurt	2¼-1¼ pf. pm	[illegible]
Lisbon	30 c. pm-30c.dis	[illegible]
Milan	4-1 lire pm	[illegible]
Oslo	1½-½ ore dis	6-3 ore pm
Paris	1 c. pm-1 c. dis	4-3 c.pm
Stockholm	2ore pm-par	8-5 ore pm
Vienna	30 gro pm-par	70-50 gro pm
Zurich	3½-2½ c.pm	[illegible]

Six-month forward U.S. dollar [illegible] pm and 12-month 11.25-11.15c pm.

EXCHANGE CROSS-RATES

June 11	Frankfurt	New York	Paris	Brussels	London	Amsterdam	Zurich
Frankf't	—	2.334-336	68.20-40	6.42-44	5.35-37	97.30-50	93.50-70
N. York	42.84-97	—	25.02-05	2.570-575	[illegible]	41.80-84	[illegible]
Paris	171.475-875	[illegible]	—	11.4875-5160	[illegible]	166.3-167.3	[illegible]
Brussels	14.91-.97	34.85-90	[illegible]	—	79.99-80.19	[illegible]	13.95-14.01
London	[illegible]	[illegible]	9.09-11	[illegible]	—	5.45-47	5.68-70
Am'erdam	102.675-725	[illegible]	69.805-855	6.8775-822	[illegible]	—	96.085-135
Zurich	[illegible]	2.482-494	[illegible]	[illegible]	5.699-709	104.02-22	—

U.S. $ in Montreal. U.S. $=102.44-46 Canadian cents
Canadian $ in New York. $C1=97.60-62 U.S. cents. U.S. $ in Milan 624.00
Sterling in Milan 1433.60.

EURO-CURRENCY INTEREST RATES*

June 11 1975	Sterling	U.S.Dollar	Canadian Dollar	Dutch guilder	W.German mark	Swiss franc
†Short term	8-10½	5-5⅛	5⅛-6½	1-5	4⅞-5	1-1¼
7 days notice	9-10	5⅛-5⅝	6¾-7¼	1-5	4¾-5	¾-1¼
Month	10-10⅞	5-5½	[illegible]	2¼-3	4⅝-4¾	3¼-3⅝
Three months	10½-11	5½-6	[illegible]	[illegible]	[illegible]	3½-3¾
Six months	11⅝-11⅞	6½-7	7½-7⅞	4⅝-4⅞	5-5⅛	4⅝-4⅞
One Year	12¼-12¾	7½-8	8⅜-8⅝	5¼-5⅝	5⅞-6	5½-5¾

Euro-French deposit rates: short-term 11¹⁵⁄₁₆-12³⁄₁₆ *per cent.; seven days' notice* 10⁵⁄₁₆-9¹³⁄₁₆ per cent.; one-month 9¾-10¼ per cent.; three months 9½-9¾ per cent.; six months 9-9½ per cent.; one year 9-9½ per cent.

Longer-term Eurodollar deposits: two years 8¼-8½ per cent.; three years 8¾-9 per cent.; four years 9-9¼ per cent.; five years 9¼-9½ per cent.

The following nominal rates were quoted for London dollar certificates of deposit: one month 5¼-5⅜ per cent.; three months 5¹⁵⁄₁₆-5¹¹⁄₁₆ per cent.; six months 6⅜-6⅝ per cent.; one year 7¼-7½ per cent.

* Rates are nominal closing rates.

†Short-term rates are call for sterling, U.S. dollars and Canadian dollars and two-days' notice for guilders and Swiss francs.

OVERSEAS SHARE INFORMATION

Investment premium based on $2.60 per £1—94% (88½%).

NEW YORK

Stock	June 11	June 10
Addressograph	8	8
Aetna Life & Cas.	27	26⅞
Air Products	71¾	71¼
Airco	17¾	17½
Alcan Aluminium	22⅝	22⅝
A.L.C.O.A.	41¾	41⅜
Allegheny Ldlm.	[illegible]	25¾
Allegheny Power	16⅝	16⅞
Allied Chemical	36⅝	36¼
Allied Stores	33½	33⅝
Allis Chalmers	10⅝	10⅝
Amax	53⅞	53¾
Amerada Hess	19½	20½
Amer. Airlines	7½	7¾
Amer. Brands	40¼	39½
Amer. Broadcast	24½	25⅝
Amer. Can	31⅝	32⅝
Amer. Cyanamid	26½	27
Amer. Elec. Pow'r	19¾	19¾
Amer'c'n Express	43⅜	43⅝
Amer. Home Prod.	41	41⅛
Amer. Medical	6⅝	6⅝
Amer. Motors	5½	5½
Amer. Nat. Gas	[illegible]	[illegible]
Amer. Standard	13⅝	14¼
American Stores	37⅞	37⅞
Amer. Tel. & Tel.	48⅞	49
AMF	19½	19½
Ampex	6⅛	6⅛
Anaconda	17⅝	17½
Anchor Hocking	19½	20⅛
Anheuser-Busch	37½	38
Armco Steel	27¾	27½
A.S.A.	41⅜	41½
Asamera Oil	9⅞	10⅝
Asarco	17⅝	17½
Ashland Oil	20⅞	21⅛
Atl. Richfield	99¾	99¼
AVC	18½	18¾
Avco	5⅝	5⅝
Avis	8	8½
Avon Products	43⅞	44⅜
Balt. Gas Elect.	20⅝	20⅞
Bank America	43½	42¾
Bankers Tr. N.Y.	35½	36
Barber Oil	28	27½
Beatrice Foods	25¼	24½
Becton Dick	33	34¼
Bell & Howell	17	17½
Bendix	36½	38⅝
Benguet Cons. 'B'	2¾	2⅞
Bethlehem Steel	34¼	33½
Black & Decker	35⅝	34⅞
Boeing	30	30⅞
Boise Cascade	19⅜	20½
Borden	23	23⅛
Borg Warner	17½	17¾
Braniff Int.	6½	7
Brascan 'A'	12⅜	12⅝
Bristol Meyers	65¼	66½
Brit. Pet. ADR	11⅝	11⅞
Brockway Glass	17⅛	17⅛
Brunswick	14⅝	14½
Bucyrus Erie	49½	49
Budd	8¾	8½
Bulova Watch	7	7
Bunker Ramo	6⅝	6½
Burlington Ntbn.	38⅝	38⅝
Burroughs	99½	100⅞
Calif Comp.	5⅝	5⅞
Campbell Soup	51½	51¼
Canadian Pacific	14¼	14⅜
Canal Randolph	10½	10⅝
Carnation	77	76¾
Carrier & General	11⅝	11
Carter Hawley	20½	20½
Caterpillar Tractr	63½	65⅞
CBS	49⅝	48½
Celanese	34½	34⅝
Central S.W.	15⅝	15⅞
Cerro	15¼	16
Certain Teed	10⅞	10¾
Cessna Aircraft	16	15¾
Chase Manhattan	34	33½
Chemical Bk NY	35½	35¼
Chesebr'gh Pond	65¼	64½
Chessie System	35⅞	35⅝
Chicago Bridge	74½	74
Chrysler	10¾	10⅝
Cinerama	2½	2¼
Cinn. Milacron	22¼	21⅝
CITI Corp.	34⅞	34¾
Cities Service	45	45¼
City Investing	8¾	8½
Coca-Cola	89¼	89¾
Colgate Palm	30⅝	30¼
Collins Aikman	7⅝	7⅝
Columbia Gas	26⅝	26½
Columbia Pict.	7½	7⅝
Com.Ins.Co.of Am.	10⅝	10⅝
Combustion Eng.	53	52¼
Comw'th Edison	26⅞	26⅞
Comw'th Oil Ref.	10½	10½
Comsat	35⅝	35¼
Con. Edison N.Y.	13	13¾
Consol Foods	15½	15¼
Consol Nat. Gas	24½	25½
Consumers Power	17⅝	17
Continental Can	24½	25⅜
Continental Oil	66⅝	65⅝
Continental Tele	13	12⅝
Control Data	20½	21¼
Cooper Indus.	45¾	45½
Copper Range	32⅛	31½

Stock	June 11	June 10
Corning Glass	52¾	53
CPC Int'nation'l	43¾	43½
Crane	45¾	45⅛
Creole Petrol'm	8	8
Crocker Nat. C.P.	25⅛	24⅞
Crown Zellerbach	36½	35½
Cummins Engine	21	21⅜
Curtiss-Wright	13¾	14
Dana	27⅞	27¾
Dart Industries	26	[illegible]
Deere	41	41⅞
Delmonte	22¾	23
Deltona	6⅛	6⅛
Detroit Edison	12¾	13
Dictaphone	8¾	8½
Digital Equip.	99⅞	102½
Disney (Walt)	47⅝	47½
Dover Corpn.	47¾	47¾
Dow Chemical	84⅞	83¾
Dresser	64¼	63⅞
Du Pont	121½	121⅝
Dymo Industries	11⅝	11⅛
Eagle Picher	26	25
East Air Lines	5⅛	5⅛
Eastman Kodak	102¼	101⅞
Eaton	24⅝	24
E.G. & G.	18⅛	17½
El Paso Nat. Gas	12⅜	12⅝
Eltra	32¼	32
Emery Air Fr'ght	45⅞	46
E.M.I.	4	4⅛
Engelhard Min.	19⅝	19¾
Esmark	31⅜	31½
Ethyl	33	33⅛
Exxon	89⅜	88½
Fairchild Camera	46½	46⅞
Fed. Dept. Stores	48½	48⅞
Firestone Tire	17	16⅞
Fst. Nat. Boston	25⅞	26¼
Flexi-Van	11¾	12¼
Flintkote	16⅜	15½
Florida Power	24	23¾
Fluor	39½	38½
F.M.C.	17¼	17½
Ford Motor	35½	35⅞
Foremost Mcks.	12¾	13
Foxboro	35⅝	35⅞
Franklin Mint	26¾	27¼
Freeport Minerals	26⅛	26¼
Fruehauf	18¼	18
Fuqua Industries	5¾	5⅜
G.A.C.	1⅝	1⅝
G.A.F.	11	10¾
Gannett	34⅝	34½
Gen. Amer. Invs.	10¼	10⅛
Gen. Amer. Trans.	31	31⅜
Gen. Cable	11¼	11⅛
Gen. Dynamics	53⅜	54⅛
Gen. Electric	45¾	45¾
General Foods	25½	25⅝
General Mills	47⅞	47½
General Motors	43¼	42⅞
Gen. Pub. Util.	15⅞	15⅞
Gen. Signal	37¼	37¼
Gen. Tel. Elect.	23½	23⅝
Gen. Tire	14	14
Genesco	5¼	5¼
Georgia Pacific	43½	43¾
Getty Oil	184	185
Gillette	30	30⅜
Global Marine	15⅜	15
Goodrich B.F.	16⅞	16⅞
Goodyear Tire	17⅜	17¼
Gould	24	25¼
Grace W. R.	26⅞	26⅝
Grand Union	15¼	15¼
Gt. Atlan Pac Tea	10½	10⅛
Gt. North Iron	14⅞	14⅞
Greyhound	14¼	14½
Grolier	2⅝	2⅝
Gulf & Western	36½	36½
Gulf Oil	21⅛	21⅛
Halliburton	166½	164½
Hanna Mining	42	41½
Harris Corpn.	22½	22⅝
Heinz H. J.	51	51½
Heublein	42½	41½
Hewlett-Packard	110⅜	112¾
Holiday Inns	11⅝	11⅝
Homestake	53¼	53⅝
Honeywell	36⅞	37⅛
Hoover	12	11¼
Hutton E. F.	12⅝	12¼
IC Industries	13½	13⅝
IC Pharmac'tical	4¾	4¼
INA	37⅝	37⅛
Ingersoll Rand	80⅞	80⅝
Inland Steel	37½	37½
Insilco	7⅞	7⅞
IBM	210½	211½
Intl Flavour	31½	31
Intl. Harvester	28¼	27¾
Intl. Holdings	11⅜	11½
Intl. Min & Chem.	38⅞	39⅝
Intl. Nickel	26¼	26½
Intl. Paper	45½	44⅞
Intl. Tel & Tel.	22¾	22½
Invest	2	2
Iowa Beef	27⅞	27
IU International	11	10½
Jim Walker	39⅞	39⅜

Stock	June 11	June 10
Johns Manville	21	20⅞
Johnson Johnson	95	94¼
Johnson Control	11¼	11¼
Joy Manufacturing	79½	77½
Kaiser Aluminium	25¾	26¼
Kaiser Industries	9⅛	9⅛
Kaiser Steel	37¼	37½
Kay	3⅜	3⅜
Kennecott	37⅞	37⅝
Kerr McGee	87⅜	86¼
Kidde Walter	20½	19¾
Kimberly-Clark	27½	26⅝
Koppers	55¾	57
Kraftco	38⅞	38½
Kresge	30⅝	30⅝
Kroger Co.	22⅛	22⅝
Levi Strauss	26¾	27¾
Libby Ow. Ford	16½	16⅞
Libby McNeil	8½	8
Liggett & Myers B	31⅝	32¼
Lilly Eli	73	72⅞
Litton Indust.	8½	8⅛
Lockheed Aircrft	11¼	11
Lone Star Indust	15½	15½
Long Island Ltg.	14¾	14⅞
Louisiana Land	28⅜	27⅝
Lubrizol	[illegible]	[illegible]
Lucky Stores	13⅝	13¼
L'kes Youngstown	14½	14⅛
MacMillan	5½	5½
Macy R. H.	19⅝	19½
Magnavox	8½	8⅝
Mallinckr't Chem.	48¾	48½
Mfrs Hanover CP	33	33
Mapco	41⅛	41⅞
Marathon Oil	41¾	41⅞
Marcor	25¼	25
Marine Midland	17	17⅛
Marshall Field	22⅝	23
May Dept. Stores	42	41⅝
MCA	59⅝	60½
McCrory	[illegible]	[illegible]
McDermott	92	91½
McDonnell Doug.	16⅜	16⅛
McGraw Hill	11¾	11⅞
Merck	82⅜	83¼
Merrill Lynch	15⅜	15¼
MGM	14⅝	14¾
Minn. Ming & Mfg.	63½	62¾
Mobil Oil	44½	45⅞
Monsanto	62½	63¼
Morgan J. P.	64⅜	64½
Motorola	49½	49
Murphy Oil	20	20¼
Nabisco	35½	35⅝
Nalco Chemical	30⅝	30¾
National Can	10⅞	11
Nat. Distillers	15	15¼
Nat. Service Ind.	9⅞	9½
National Steel	35⅞	35⅜
Natomas	31	31⅝
NCR	37¼	37
Neptune Meter	14⅜	14⅛
New England El.	17⅞	18
New England Tel.	24⅞	25
Niagra Mohawk	11⅛	10⅞
Niagra Share	14½	14
N. L. Industries	14¼	14¼
Norfolk & Western	69¾	69¼
North Nat. Gas	65	65
Nthn States Pwr.	23½	23⅛
Nthwest Airline	19	18¼
Norwest Banco	43½	42
Norton Simon	18¾	18¼
Occidental Petrol	18⅝	17¾
Ogilvy Mather	20½	20½
Ohio Edison	15½	16⅛
Olin	27	27
Otis Elevator	30⅝	30⅝
Overship Gp.	11⅛	11⅞
Owens-Corning	36½	36¼
Owens Illinois	40⅛	40¼
Pacific Gas	20¼	20⅛
Pac. Lighting	17	17
Pac. Pwr. & Lt.	20⅜	19¾
Pan Am World Air	4⅛	4⅛
Parker Hannifin	18¼	18¼
Penn Central	1⅞	2
Penn Pw & Lt.	18⅝	18½
Penney J. C.	57⅝	56¼
Pennzoil United	22½	22½
Peoples Drug	7	7½
Peoples Gas	34½	35⅞
Pepsico	67¾	67½
Perkin, Elmer	25	25⅝
Pet	21⅛	21½
Pfizer	31¼	31¾
Phelps Dodge	36	36½
Philadelphia Elec	14	13¾
Philip Morris	51½	50¼
Phillips Petrol'm	57¼	56⅞
Pickwick Inter.	16⅜	16⅝
Pillsbury	63	63¼
Pitney Bowes	16⅝	16⅞
Pittston	74½	75
Plessey Ltd ADR	15½	15¾
Polaroid	30⅝	31
Potomac Elec.	11	11
PPG Industries	29⅜	29⅞
Proctor Gamble	93¾	93½
Pub. Serv. Elect.	15½	15⅝
Pullman	53¾	53¾
Purex	13	12
Purolator	29¼	29¼
Quaker Oats	17⅞	17½

Stock	June 11	June 10
Rapid America	6	6
Raytheon	54¾	52⅞
RCA	18⅝	19½
Reading	3½	3⅛
Republic Steel	29⅜	29⅛
Revlon	76¾	77
Reynolds Metals	20¼	20¼
Reynolds R. J.	56	55⅞
Rich R. Merrell	20½	20¾
Rockwell Inter.	23½	23¾
Rohm & Haas	78	77⅝
Royal Dutch	35¼	36½
Russ Togs	9⅜	9½
Safeway Stores	47⅝	47⅝
St. Joe Minerals	57¾	54
St. Regis Paper	34⅝	35
Santa Fe Ind.	27⅛	27
Saul Invest	4	3⅞
Saxon Ind.	3⅞	3¾
Schlitz Brewing	[illegible]	[illegible]
Schlumberger	84¾	83¼
SCM	12½	12⅝
Scott Paper	16½	16¾
Scovill Mfg.	[illegible]	[illegible]
Scudd'r Duo Vest.	5⅜	5½
Sea Containers	20⅞	20½
Seagrams	31	30¼
Searle (G. D.)	18¼	19¾
Sears Roebuck	68	68½
Sedco	35	34⅛
Shell Oil	52⅞	53⅝
Shell Transport	27⅞	28⅝
Signal	18⅜	18¼
Signode Corp.	[illegible]	[illegible]
Simplicity Pat.	16½	16¼
Singer	15¾	15⅝
Solitron	2⅝	2½
Southdown	8⅝	8⅝
Southern Cal. Ed.	19⅜	19⅝
Southern	12	12⅛
Sthn. Nat. Res.	35⅝	35⅜
Southern Pacific	26⅜	26
Southern Railway	55¾	55¼
Southland	25	24⅝
Sperry Hutch.	11	11
Sperry Rand	44⅝	45⅞
Standard Brands	69½	69⅞
Std. Oil California	31¾	31½
Std. Oil Indiana	44⅝	45¼
Std. Oil Ohio	71	71⅛
Stauff Chemical	69	70
Sterling Drugs	19½	19½
Studebaker	32⅝	32⅞
Sun Oil	34	34½
Sunstrand	24½	25
Syntex	40¾	40⅝
Tandy	36¼	36½
Technicolor	6⅝	6¾
Tektronix	38	38
Teledyne	18¼	18⅜
Telex	2⅝	2⅝
Tenneco	24	23⅞
Tesoro Petroleum	19	18½
Texaco	25⅝	25⅝
Texasgulf	31⅜	31½
Texas Instrm.	103½	106½
Texas Utilities	22⅝	22¾
Time	45⅞	45¼
Times Mirror	18	18¼
Timken	35⅝	35¼
Trane	26⅝	26⅜
Transamerica	8¾	8⅞
Trans Union	31¾	31½
Transway Int'nl.	15⅞	16
Trans World Air.	8	8⅛
Travelers	27½	27
Tri Continental	18½	18½
T.R.W.	23⅝	23¾
20th Century Fox	10¾	10⅞
UAL	18¼	18¼
UARCO	23	22½
UGI	13⅝	13½
UOP	14⅜	14
Unilever Ltd.	33⅝	34¾
Unilever NV	44¼	44¼
Union Bancorp.	8⅛	8½
Union Carbide	56	[illegible]
Union Commerce	10⅝	10½
Union Oil Cali.	43	41⅞
Union Pacific	80	80⅜
Unionamerica	2⅜	2½
Uniroyal	7⅞	7⅞
United Brans	5⅛	5¼
United Corp.	8⅛	8⅛
U.S. Bancorp.	19¾	19⅝
U.S. Gypsum	16½	16½
U.S. Industries	4⅛	4⅜
U.S. Shoes	11	11⅛
U.S. Steel	56¾	56⅛
U. Technologies	53⅞	54⅜
USM	17⅞	19
Utah Int'l	71¾	72
UV Industrial	21¾	22¼
Virginia Elect.	11⅝	11¾
Wal Green	12	11⅞
Warner-Comm'n	16	14⅞
Warner-Lambert	36⅝	36¾
Wells Fargo	18	18
Western Bancorp	23	23
Western Union	14	13⅞
Westingh's Elec.	18⅛	18
Westvaco	27⅝	27¼
Weyerhauser	38¾	38¼
Whirlpool	22⅜	22¾
White Cons. Inds.	21¼	20½
Wisconsin Elect.	26¼	26⅝
Woolworth	15	14⅞
Wyly	3	3
Xerox	69½	69⅜
Zapata	30¾	30¾

Stock	June 11	June 10
Zenith Radio	24⅝	24¼
Chile 5% 1993	83⅝	83⅝
Peru 5% 1993	‡9	‡9
U.S.Treas 4% 1974	†100.00	†100.00
U.S.Treas 4% 1980	†87⅞	†87⅞
U.S.Treas 4¼% 75/85	†82⅞	†82⅜
U.S. 91 days bills	4.87	5.09

CANADA

Stock	June 11	June 10
Abbey Glen Prop.	3.15	3.20
Abitibi Paper	9⅜	9⅞
Agnico Eagle	6½	6½
Alcan Aluminium	23¼	23
Algoma Steel	26¼	26⅝
Asbestos	17	†17
Bank Montreal	15¾	15¾
Bank Nova Scotia	43¼	43½
Basic Resources	5⅝	5⅝
Bell Telephone	45⅛	45⅝
Bovis	1.30	1.27
Bow Valley Inds.	15⅛	15⅛
BP Canada	12¾	12¾
Brascan	12¾	12¾
Brinco	†5	5⅛
Calgary Power	24⅛	24
Canada Cement	11	11
Canada N/W Land	5.40	5.35
Can Imp Bk Com.	24⅝	24⅛
Canada Indus.	†20⅝	20¾
Can. Indus. Gas O	7	7
Can. Pacific	15	14¾
Can. Pacific Inv.	16⅛	16⅛
Can. Super Oil	40¼	40
Carling O'Keefe	[illegible]	2.45
Cassiar Asbestos	4.55	4.40
Chieftain Dev.	9	8⅞
Cominco	28¾	28⅝
Cons. Bathurst	25⅛	25
Con. Textile M.	1.60	†1.60
Consumer Gas	13¼	13⅝
Costain Rich	8⅞	†8¼
[illegible] Resources	4.55	4.60
Denison Mines	54⅜	54½
Dome Mines	†52	52¾
Dome Petroleum	28⅜	28⅝
Dominion Bridge	21¼	†21¼
Domtar	22¾	22⅝
Dupont	†21⅛	21⅞
Fairview Corp.	†11⅝	†11½
Falcon'ge Nickel	31⅝	31¾
Fin Collection	†1.40	1.40
Ford Motor Can.	†71	72
Giant Yel'wknife	†10⅛	11
Gulf Oil Canada	31	30⅞
Hambro Can.	1.80	1.65
Hawker Sid. Can.	5⅝	5¼
Hollinger	29¾	29½
Home Oil 'A'	27¼	27
Hudson Bay Mng	18⅛	18⅛
Hudson Bay	17⅝	17½
H'dson Oil & Gas	30⅝	30¾
I.A.C.	18¾	18⅝
Imasco	30¼	30¼
Imperial Oil	28¾	28¾
Indal Canada	11	11¼
Inland Nat. Gas	8⅞	9⅛
Internat'l Nickel	26⅜	27
Int'pr'v Pipe Line	12⅛	12
Laur'nt Fin. Corp	†6¾	7
Loblaw Com. 'B'	5¾	5⅞
Mc'mill'n Bloed'l	23⅞	23
Massey-Ferguson	16⅛	16⅝
McIntyre Porpne	47⅛	49
Moore Corpn.	50	49½
Noranda Mines	34⅝	35⅛
N'thern&Cen Gas	10⅞	10¾
Nthn. Hmestke M	0.28	0.27
Numac Oil & Gas	10	10¼
Oakwood Petr'lm	0.83	†0.81
Pacific Copper M	0.65	0.68
Pacific Petroleum	22	22½
Page Petroleum	†1.80	1.90
Pan. Can. Pet'l'm	13	13¼
Patino	†12¾	†12¾
Peoples Dept. S.	7¾	7¾
Place Gas & Oil	0.35	0.36
Placer Dev'lopmt	18¼	18½
Power Corporat'n	†8½	8½
Price	14⅝	14⅝
Quebec Sturgeon	3.80	3.95
Ranger Oil	19	19½
Reed Shaw	6	[illegible]
Rio Algom	27	27⅝
Royal Agassiz M.	0.72	0.70
Royal Bk. of Can.	33¼	33⅜
Royal Trust	22	22
Seagrams	31⅝	31⅛
Shell Canada	16¾	16⅝
Sherritt G. Mines	6	6¼
Siebens O. G.	10⅝	11
Silver Stack M.	0.63	0.59
Simpson	[illegible]	8⅝
Slater Walker C.	9⅝	9¼
Steel of Canada	27¾	27¾
Steep Rock Iron	1.33	1.33
Sunningdale Oils	5.10	5.20
Texaco Canada	30½	30⅝
Toronto Dom. Bk.	42	42⅛
TransCanPipe Ln.	9⅞	10⅛
Trans Mount Oil	10¾	10¼
Trizec	16½	16½
Union Gas	7⅜	7⅜
United Corpn 'B'	†13½	†13⅛
Walker Hiram	33⅛	33
West Coast Trans.	22⅜	22½
Weston (Geo.)	19¾	19⅞

a Asked. * Assented. † Bid
§ Traded. ¶ New stock.

GERMANY ◆

June 11	Price Dm.	+ or −	Div. %	Yld. %
A.E.G.	77.9	−1.1	—	—
Allianz Versich.	358.5	−3.5	17	1.8
B.M.W.	219	−4	14	3.2
BASF	141.9	−1.4	17	6.2
Bayer	119.9	−1.9	17	6.7
Bayer Hypo	507	−3	18	3.0
Bayer Vereinsbk.	318xd	−1	18	2.5
Commerzbank	197.5	−2	17	4.3
Conti. Gummi	73.5	−1.5	—	—
Daimler	291	−1.5	16	2.6
Degussa	235	+4	18	4.0
Demag	193	+3	16	4.1
Deutsche Bank	291xa	−2.9	20	3.5
Dresdner	226	−1	18	4.2
Dyckerhoff Zem't.	177	−0.5	14	4.0
Gelsenberg	78	......	10	6.3
Gutehoffnung	157	−2	14	4.6
Hapag Lloyd	120	+0.5	9	3.7
Harpener (DM100)	163	−1	8	5.0
Hoechst	131	−1.5	18	6.5
Hoesch	51.7	+0.2	10	[illegible]
I. G. Farbenindlg.	3.15	+0.05	—	—
Kali Salz DM50	121.5xd	−0.5	5	2.2
Karstadt	444	−1.9	20	2.3
Kaufhof	252	−2	20	4.0
Kloeckner DM100	96.3xd	+0.1	0	6.2
Klock Humboldt	138.5	−1	6	2.5
Kr'ssMaffei (D100)	545	......	16.8	2.9
Krupp Prt. DM100	129	−2	10	7.7
Kundenkredit Bk.	293xd	−6	16	3.0
Linde	196	−1	16	4.1
Lowenbrau DM100	1,840	......		1.0
Lufthansa	59.8	+0.3	4	3.4
M.A.N.	155	−1	[illegible]	3.9
M'esmann DM100	266.5	−2.7	14	5.3
Metallges'lschaft	229.1	+0.1	12	2.6
Munch. Ruckvers	510	+10	16	1.6
Neckermann	101.5	−0.7	6	3.0
Preussag DM 100	136	......	7	5.0
Rheinstahl DM50	54.5	−0.5	[illegible]	4.4
Rhein West Elect.	116	−1	16	6.8
Schering	394	−11.5	20	2.6
Siemens	254	−1.5	16	2.9
Sudzucker	250	−2	18	3.7
Thyssen	70.5	−0.5	14	9.6
Vereins&West Bk.	321	......	17	2.7
Zeiss Ikon	156xd	−4	11	6.1

PARIS

June 11	Price Frs.	+ or −	Div. Frs.	Yld.
Air Liquide	357	......	16.5	4.6
Aquitaine	480	−3	22.5	4.8
Beghin	139	+4	11.05	8.1
B.S.N. Gervais	532	−4	37.8	7.1
Carrefour	1,835	+20	37	3.0
Chargeurs Reunis	185	+1	15	8.2
Citroen	58.3	−0.2	—	—
Cie Bancaire	475	+0.5	12	2.5
C.G.E.	320	+2.9	24	7.5
Cie du Nord	26.5	−0.05	1.8	6.8
Credit Com Fr'nce	146xd	+4	10.5	7.4
Credit Foncier	338.5	−1.5	27	7.9
Denain N.E.	162.8	−1.3	15.75	11.5
S. A. Dunlop	21.1	......	—	—
Esso Standard	62.2	+0.1	4.5	7.2
Fin. Iena	54	−0.1		5.5
Fr. Petroles	149.9	+2.3	15.6	10.4
Gal. Lafayette	96.8	+0.8	7.5	4.6
Gen. Occidentale	157.8	+1.8		3.8
Imetal	78.7	+0.6	4.5	5.6
Lafarge	173.1	−0.9	15	8.7
L'Oreal	856	−25	13.5	1.7
Machine Bull	31.3	−0.4	—	—
Michelin "B"	1,049	+3	27.75	2.6
Moet Hennessy	490.1	−2.4	[illegible]	2.3
Paribas	169.2	−2	16.5	9.2
Pechiney	128.1	......	14.1	9.7
Peugeot (Frs.70)	245.5	+3.4	[illegible]	5.3
Pricel	151.5	......	12	7.8
Printemps	85.1	−1.4	3	3.5
Redoute	545	+2	[illegible]	2.7
Rhone Poulenc	136	−1.2	15.75	11.6
Sacilor S.A.	89.4	−0.1	14	15.1
Saint Gobain	139.5	+0.4	13.2	9.3
Soc. Nat'd' Inv.	262.7xd	−1.3	32.6	8.6
Suez	231.5	+1.4	225	9.3
C.S.F.	213	+7.9	9.45	4.3
Thomson Brandt	193	+0.5	12.25	6.3
Usinor	90.6	+0.1	11.55	12.6

MILAN

June 11	Price Lire	+ or −	Div. Lire	Yld. %
Alitalia Priv.	1,320	−10	—	—
ANIC	909	+6.5	60	6.7
Ansonia Ass.	4,810	......	150	2.6
Bastogi	1,509	+15	70	4.6
Breda	2,595	+75	150	5.9
Burgo	14,400	+180	530	—
Cantoni	10,140	+140	600	1.9
CIGA	1,830	+10	—	—
Cucirini	5,305	+5	300	5.7
Dalmine	382	−11.5	50	1.2
Erba	3,670	+10	125	3.3
Fiat	1,225	+11	100	6.2
Do. Priv.	817	+10	100	11.9
Finsider	370	+7	40	[illegible]
Generali	70,900	+740	500	7.0
IFI Priv	2,730	+50	130	4.8
Invest 'B'	2,400	+20	140	5.7
Italcementi	27,700	+200	360	1.6
Italgas	516	+5	40	7.8
Italsider	501xd	......	60	1.4
La Centrale	10,650	+60	400	3.8
Marelli Ercole	613	−2	—	—
Mediobanca	75,710	−190	1,100	1.5
Mondadori Priv.	1,715	+3	120	7.0
Montedison	662.75	+8.75	53	5.1
Motta	1,580	......	—	—
Olivetti Priv.	1,020	+7	70	7.0
Pirelli & C.	1,385	−2	95	6.8
Pirelli SpA	797.5	−3.25	—	—
RAS	84,030	+330	[illegible]	0.7
Rinascente	99.87	+0.87	—	—
Rumianca	3,300	......	—	—
S.A.F.F.A.	6,305xd	+125	200	3.3
S.T.E.T.	1,730	+20	160	9.1
Snia Viscosa	1,675	+25	72	4.2
Soc. Gen. Immob.	289	−1	—	—

AMSTERDAM

June 11	Price Fls.	+ or −	Div. %	Yld. %
Ahold (Fl.20)	103.1	−0.4	[illegible]	3.5
Akzo (Fl.20)	40.2	−0.2	[illegible]	1.2
Algem Bnk (Fl100)	324	......	—	6.1
AMAS NV (Fl.10)	14.1	+0.1	[illegible]	7.1
AMEV (Fl.20)	57.5xd	−1	30	5.0
Amro Bank (Fl.20)	75.2	−0.4	[illegible]	5.2
Van Berkel's (Fl.50)	119xd	−1	1	6.3
Bijenkorf (Fl.20)	80	+0.5	[illegible]	3.2
Boka Westm. Fl.10	111.8xd	+0.8	52	4.6
Buhrm-Tetterode	66xd	−0.5	28	3.9
Elsevier (Fl.20)	472xd	−3	24	10.2
EuroComTst Fl.10	59xd	......	[illegible]	6.1
Gist Brocade Fl.10	66.5	−1.7	23	3.4
Heineken (Fl.25)	153	−0.5	[illegible]	2.4
Helma Hlds. (Fl.10)	36.5	−0.4	14	3.8
Holland Fund	689	−2		2.3
Hoogovens (Fl.20)	53.2	−0.4	26	9.7
H'nteDouglas Fl.	19.10xd	......	11	5.5
K.L.M. (Fl.100)	55.7	+3.5	—	—
Int. Muller (Fl.20)	50.2	−0.2	24	9.4
Naarden (Fl.10)	60	+0.2	40	3.4
Nat. Ned Ins'rnce	78xd	−1	35.2	4.5
NedCred Bk (Fl.20)	41.5	+0.1	15	7.6
Ned Mid Bk (Fl.50)	139.4	+0.2	16	6.3
Nelo (Fl.50)	68	−0.5	[illegible]	[illegible]
Nijverdal T. Cate	60	......	6	10.0
OCE (Fl.20)	168	......	8	3.3
Van Ommeren	257xd	+1	20	7.7
Pakhoed (Fl.20)	153	−0.5	[illegible]	2.3
Philips (Fl.10)	25.2	+0.3	10	6.6
RijnSchVer Fl.100	208	−2	18	3.7
Robeco (Fl.50)	175.5	+0.5	[illegible]	7.3
Rolinco (Fl.50)	126.5	+1		1.4
Rorento (Fl.50)	115	+0.1	—	—
Royal Dutch Fl.20	84.8	+0.3	[illegible]	9.5
Slavenburg's Bnk	251	+1	17	6.6
Tokyo Pac Higs $	$US51	−¼	50.	1.5
Unilever Fl.20	106.8	+0.3	36½	6.8
VMF	187	−1	15.5	7.5

TOKYO ¶

June 11	Price Yen	+ or −	Div. %	Yld. %
Asahi Glass	282	+4	16	2.8
Canon	217	+10	12	2.8
Dai Nippon Print	488	+5	16	1.6
Fuji Photo Film	579	+33	15	2.0
Hitachi	165	......	12	3.6
Honda Motors	583	+3	18	1.5
C. Itoh	411	......	12	1.5
Japan Airlines	1,600	−20	8	2.5
Kansai Elect Pw.	806	+30	8	5.0
Komatsu	369	+3	18	2.4
Kubota	325	−4	15	[illegible]
Matsushita El.	543	+23	20	1.8
Mitsubishi Bank	359	......	12	1.7
Mitsubishi Heavy	127	−1	12	4.7
Mitsubishi Corp.	464	−1	13	1.4
Mitsui & Co.	471	+7	14	1.5
Mitsukoshi	458	−2	20	2.2
Nissan Motors	365	+9	16	2.2
Shiseido	1,460	+60	25	0.9
Sony	3,370	+20	30	0.4
Taisho Marine	291	+1	11	1.9
Takeda Chemical	249	−1	15	3.0
Teijin	163	+2	15	4.6
Tokyo Marine	529	−3	11	1.0
Tokyo Elect. Pwr.	710	+15	8	5.6
Toshiba	116	−1	12	5.2
Toray	162	......	15	4.6
Toyota Motor	642	+7	16	1.2

Source Nikko Securities Tokyo.

STOCKHOLM

June 11	Price Kronor	+ or −	Div. Kr.	Yld. %
Alfa Laval 'B'	350xd	−5	10	2.9
Asea	101	−1	5	4.8
AtlasCopco (K.25)	177	−2	5.5	3.2
Billerads	148xd	+1	10	6.8
Bofors	207	+1	d8	4.9
Cardo	287	......	10.5	3.7
Cellulosa	212	......	11	5.3
Electrolux 'B'	128xd	+1	5.5	4.2
Ericsson B (Kr50)	220xd	......	6	2.8
Fagersta	158	......	[illegible]	3.8
Granges (free)	131xd	+1	11	8.2
Handelsbanken	176xd	......	14	7.9
Marabou	165xd	......	8	4.8
Mo Och Domsjo	153	......	9	6.0
Ratos	191	......	6.5	3.5
Sandvik A.B.	180xc	......	8	4.5
S.K.F. 'B' Kr50	142xd	+1	5.6	4.0
Skand Enskilda	167	−1	14	8.5
Tandstik 'B' (Kr50)	91.5xd	......	5	5.4
Uddeholm	132	−1	[illegible]	6.1
Volvo (Kr.50)	131xr	......	5	4.4

SWITZERLAND ◆

June 11	Price Frs.	+ or −	Div. %	Yld. %
Aluminium	1,200	−25	16	4.9
Bally Hld.	510	......	—	—
BBC 'A'	1,405	+5	10	3.6
Ciba-Geigy	1,630	+30	22	1.1
Do. Do. Part	1,230	−10	22	1.9
Do. Do. Reg	665	......	22	3.4
Credit Suisse	2,780	−20	16	3.0
Fischer (Georg)	520	−5	—	—
Gnd. Mag. Jel. F10	1020	......	19	1.7
Hoffman LaRoche	105,000	−500	1100	1.2
Interfood B.	2,850	+25	[illegible]	3.8
Juvena	525	+115	15	0.9
Do. Ptg. Cert.	33	+4½	15	13.0
Landis Gyr B F200	660	......	12	3.6
Nestle	3,250	......	n76.8	2.4
Do. Reg.	1,495	−5	n76.8	5.2
Sandoz (F250)	4,650	−100	26	1.3
Saurer Arbon	810	+10	11	6.9
Soc. Inte. Pirelli	155	......	14	9.2
Swissair (F350)	439	+4	[illegible]	6.1
Swiss Bank Corp.	408	−2	10	1.9
Un. Bank of Switz.	2,970	+10	40	3.2
Winterthur	1,960	−20	30	1.7
Zurich Ins.	9,000	......	4	2.1

AUSTRALIA

June 11	Aust.	+ or −
Acrow Australia	†0.70	−0.02
Adelaide Brig'ton Cem't 50c	†0.85	......
Allied Mfg. Trdg. Indus $1	†1.54	−0.01
Ampol Exploration	†0.48	−0.01
Ampol Petroleum	†0.45	......
Assoc. Minerals	[illegible]	......
Assoc. Pulp Paper $1	†0.82	+0.04
Aust. Con. Industries	†1.30	......
Aust. Foundation Invest.	†0.81	+0.03
A.N.I.	†0.85	......
Aust. Oil & Gas	†0.06	......
Blue Metal Ind.	†0.72	−0.01
Boug'nville Copper	†1.06	......
Broken Hill Proprietary	†7.26	......
BH. South	†2.03	−0.06
Carlton United Brewery	†2.05	......
G. J. Coles	†1.15	−0.04
CSR ($1)	†4.52	−0.15
Cons. Gold Fields Aust.	†3.95	......
Container ($1)	†1.38	......
Conzinc Riotinto	†2.22	−0.03
Costain Australia (25c)	[illegible]	......
Dunlop Rubber ($1)	†0.68	−0.04
ESCOR	†0.58	−0.02
Elder Smith Gold M ($1)	†1.75	......
E.Z. Industries	†2.20	......
G. & T. (25c)	†0.60	−0.02
Gen. Property Trust	†1.06	−0.01
Gollin	†0.66	......
Hamersley	†1.60	−0.05
Hooker	†1.10	......
I.C.I. Australia	†2.27	−0.05
I.A.C. Holdings	†0.90	......
Inter-Copper	†0.56	......
Jennings Industries	†0.98	−0.02
Jones (David)	†1.06	+0.01
Magellan Petroleum	†0.40	......
Meekatharra Minerals	†0.15	......
Metals Exploration	†0.38	......
MIM Holdings	†2.20	−0.04
Myer Emporium	†1.50	......
News	†0.83	+0.01
Nicholas International	†0.36	......
North Broken Hill	†1.20	......
Oakbridge	†0.65	−0.01
Oil Search	†0.30	......
Pioneer Concrete	†0.83	−0.02
Reckitt & Colman	†4.50	......
H. C. Sleigh	†0.56	−0.01
Southland Mining	†0.12	......
Stocks & Holdings	†2.20	−0.2
Tooth ($1)	†1.98	+0.03
Waltons	†0.77	−.01
Western Mining (50 cents)	†1.82	+0.04
Woolworth	†0.97	......

BRUSSELS

June 11	Price Frs.	+ or −	Div. Frs. Net	Yld. %
Arbed	4,210	+16	59.	9.0
Banque de Brux.	2,105	+35	—	—
Bekaert 'B'	2,210	+100	105	4.8
Brux Lambert	2,170	−5	110	5.1
C.B.R. Cement	2,100	−75	[illegible]	7.1
Cockerill	1,214	−6	150	12.2
E.B.E.S.	3,165	−15	161	7.7
Electrobel	6,160	−60	370	6.0
Fabrique Nat.	2,060	−110	—	—
G.B. Inno-Bm	2,130	−25	150	6.1
Glace St. Roch.	4,270	−30	310	7.2
Hoboken	4,285	−65	[illegible]	7.0
Intercom	1,670	−30	129	7.8
Kreditbank	7,240	+90	225	3.1
La Royale Belge	5,760	+10	265	4.7
Petrofina	5,250xd	−100	170	3.3
Photo Gevaert	1,306	+14	75	5.6
Pieux Franki	6,180	−20	350	3.8
Soc. Generale	2,780xd	+10	175	5.8
Soc. Gen. Banque	3,095	+150	175	5.8
Sofina	3,375	−25	195	5.7
Solvay 'A'	2,800	−100	185	6.4
Traction Elec.	3,040	−235	150	4.6
U.C.B.	3,350	......	175	3.4
Un. Min. 1/10th	1,464	+131	95	6.1
Vieille Montagne	4,690xd	−310	360	7.5
Wagons Lits	860	+2	35	4.1

OSLO ♣

June 11	Price Kroner	+ or −	Div. %	Yld. %
Amerikalinje	140	......	—	—
Bergens Privatbk.	99.5	−0.5	9	9.0
Bergens Dampskib	72.5	......	—	—
Borregaard	120	−1	10	8.5
Brunsgaard Kr60	1,650	......	13.3	4.8
Creditbank	109	+1	10	9.0
Dalfoss Kr100	2,400	......	20	8.3
Follum	116.5	+4	8	7.0
Halslund	190	−5	10	5.3
Kosmos	477.5xd	+5.0	40	4.0
Kreditkassen	108	......	10	9.3
Norsk Hydro Kr80	355	−17.5	12	2.0
Orkla Ind.	95	−2.5	6	3.2
Storebrand	137.5	......	10	7.4

COPENHAGEN

June 11	Price Kroner	+ or −	Div. %	Yld. %
Burmeister & W.	52	+2	—	—
Dan Landmansbnk	165¾	......	12	6.7
Dan. Provinsbank	165½	......	10	6.2
Dan. Sukkerfab.	346	+1	12	3.5
Superfos	238½	......	12	4.8
East Asiatic Co.	517¾	+¾	12	3.7
Finansbanken	198	−3½	18	6.6
For. Bryggerier	271	+¼	12	4.3
Handelsbank Cop.	171¾	......	11	6.5
Papirfabrik For.	105¼	+1⅛	10	9.6
G. Northern Hld.	185	−2	12	5.9
Nord Kabel	252	+2	12	4.8
Oliefabrik	229¼	+2¼	12	5.1
Privatbank	177	—	11	6.4
Soph. Berendsen	521½	......	11	3.4

VIENNA

June 11	Price %	+ or −	Div. %	Yld. %
Creditanstalt	380	......	10	[illegible]
Perlmooser	366	......	12	[illegible]
Selecta	742	−1	48	[illegible]
Semperit	184	......	[illegible]	[illegible]
Steyr Daimler	148	+1	9	[illegible]
Veit Magnesit	408	......	22	[illegible]

JOHANNESBURG

June 11	Rand	+ or −
MINES		
Anglo American Cpn.	5.35	[illegible]
Buffelsfontein	22.00	[illegible]
Charter Consd.	†3.30	
Consd. Gold	†4.50	
East Dries	12.00	[illegible]
Elsburg	4.30	[illegible]
Harmony	8.70	[illegible]
Kinross	†7.70	
Kloof	12.00	[illegible]
Leslie	1.45	[illegible]
Pot. Plats.	2.55	[illegible]
St Helena	†34.00	
South Vaal	13.60	[illegible]
Goldfields SA	41.00	
Union Cpn.	[illegible]	[illegible]
De Beers Def.	3.20	[illegible]
Blyvoors	†10.50	[illegible]
East Rand Props.	†11.60	−0.10
Free State Geduld	31.90	+0.40
Hartebeestfontein	23.00	
President Brand	[illegible]	+0.10
President Steyn	19.50	+1.00
Stilfontein	4.90	[illegible]
Welkom	4.60	[illegible]
West Dries	†54.00	+1.00
Western Holdings	†39.00	+1.00
Western Deep	†22.00	
INDUSTRIALS		
African Explos. and Chem.	2.05	[illegible]
Barlow Rand	3.35	[illegible]
CNA Investments	†2.55	
Currie Finance	[illegible]	
Greatermans Stores	†4.30	[illegible]
Huletts	3.20	[illegible]
LTA	†1.60	
Nedbank	2.18	[illegible]
OK Bazaars	19.40	
Ovenstone Investments	1.60	
Premier Milling	6.00	[illegible]
Pretoria Cement	2.25	[illegible]
Rembrandt Group	2.20	[illegible]
Reynold's Bros.	4.70	[illegible]
SAPPI	1.95	[illegible]
Sorec	†1.17	
Tiger Oats and Natl. Mlg.	8.05	[illegible]
Unisec	1.18	[illegible]

SPAIN ♥

June 11	Per cent.	+ or −
Asland	[illegible]	
Banca Lopez Quesada	[illegible]	
Banca Bilbao	[illegible]	
Banca Atlantico (1,000)	724	
Banco Central	[illegible]	−2
Banesto (250)	640	−3
Banco Exterior	571	−1
Banco General	1,067	
Banco Granada (1,000)	438	
Banco Hispano	635	−12
Banco Iberico	704	−5
Induban	462	
Banco Ind. Cat. (1,000)	425	
Banco Merc'til (1,000)	1,055	−5
Banco Noroeste	296	
Banco Occidental	663	
Banco Popula	785	−4
Banco Santander (250)	1,023	−1
Banco Urquijo (1,000)	760	−5
Banco Vizcaya	760	−13
Banco Zaragozano	938	−4
Bankunion	377	−3
Altos Hornos	164	−1
Babcock Wilcox	138	−3
Cepsa	328	+1
CIC	450	−5
Crecinco	182.50	−0.25
Dragados	696	
Inmobanif	172	
Energias Ara	165	
Espanola Zinc	247	−5
Expl. Rio Tinto	331	−4
Fecsa (1,000)	126	−2
Fenosa (1,000)	121	−2
Finanzauto SA	448	
Finanzauto Servicios	455	−5
Gal. Preciados	428	
Hidrola	144	−1.25
Iberduero	221	
Motor Iberica	227	
Olarra	760	
Petroliber	318	
Sarrio Papalera	[illegible]	+1
Seat (1,000)	176	−2.50
Sevillana Elec.	133	−2.50
Sniace	136	−2.50
Telefonica	250	−3
Tubacex	325	+2.50
Union Elec.	126.50	−5
Union y Fenix	[illegible]	
Urbis	[illegible]	

NOTES: Overseas prices exclude $ premium. Belgian dividends are after withholding tax.
◆ DM50 denom. unless otherwise stated. ♣ Kr.100 denom. unless otherwise stated. ♥ Ptas.500 denom. unless otherwise stated. ♦ Frs 500 denom. unless otherwise stated. ¶ Yen 50 denom. unless otherwise stated. $ Price at time of suspension. a Florins. b Schillings. c Cents. d Dividend after pending rights and/or scrip issue. e Per share. f Francs. g Gross div %. h Assumed dividend after scrip and/or rights issue. k After local taxes. m % tax free. n Francs including Unilac div. p Nom. q Share split. s Div. and yield exclude special payment. t Indicated div. u Unofficial trading. v Minority holders only. y Merger pending. * Asked. † Bid. § Traded. ‡ Seller. z Assumed. xr Ex rights. xd Ex dividend. xc Ex scrip issue. xa Ex all. △ Interim since increased.

FARMING AND RAW MATERIALS

Aluminium stocks rise again

By Rhys David

STOCKS OF primary aluminium at smelters and fabrication plants around the world rose again in April to a total of 3.08m. tonnes, compared with 1.3m. tonnes in the corresponding month last year, figures published by the International Primary Aluminium Institute in London reveal.

The April total is up by more than 200,000 tonnes on the March figure of 2.85m. tonnes and, since December, more than 1m. tonnes of primary aluminium have been put into stock. Total stocks, including scrap, primary and secondary ingot, metal in process and finished mill products, have also increased substantially over the past year — rising from 2.94m. tonnes in April 1974 to 4.65m. tonnes in April this year.

Increased stock levels—reflecting the depression in aluminium using industries such as building and vehicles—have affected all the main centres of aluminium production. In North America, primary stocks increased from 679,000 tonnes to 1.56m. tonnes between April, 1974 and 1975. In Europe over the same period, stocks rose from 428,000 tonnes to 874,000 tonnes. In East Asia — which includes Japan—stocks have more than quadrupled from 94,000 tonnes to 420,000 tonnes.

Hong Kong commodity plan threat

A MAJORITY of unofficial members of Hong Kong's Legislative Council is likely to vote against the establishment of a commodity exchange when the matter comes before the Council next week, a spokesman for their office said.

A substantial unofficial vote against the motion that the Council is in favour in principle of establishing an exchange here means the project could be shelved.

The unofficial members—Council members who are not Government officials—are said to be against the exchange because they fear it will attract irresponsible speculation.

They are not convinced of the need for an exchange and would prefer to see how proposed controls on commodity dealers here work before agreeing to establishment of an exchange.

A spokesman for the consortium which has drawn up plans for the exchange said the attitude of the unofficial Councillors is surprising in view of the controls which were built into plans for the Exchange.

Reuter

U.K. beef consumption soars to new peak

BY PETER BULLEN

BEEF CONSUMPTION soared to a record level in the first quarter of this year, according to the Meat and Livestock Commission's quarterly report, out yesterday. Nearly 360,000 tons were consumed, 73,000 tons or 26 per cent. more than in the first three months of 1974.

Beef and veal production also set a new first quarter record, up 36 per cent. at 332,700 tons, following the large increase in the number of cattle sent for slaughter during the winter months when feed problems were acute.

Beef imports also soared by 70 per cent. to 27,600 tons during the same period—the major supplier being Ireland, which increased its share of the U.K. market from 30 to 53 per cent. With a virtual ban on imports from third countries, EEC member countries supplied 94 per cent. of British imports.

For 1975 as a whole, home-produced beef supplies will be higher than in any previous year, at 1.02m. tons, but the total amount of meat available will probably be less than in 1974, the MLC warns. On pigs alone, the MLC forecasts a drop of 14 per cent. in slaughterings to just over 13m. pigs, compared with over 15m. last year. Mutton and lamb output also is likely to fall, by about 5 per cent., or 12,100 tons, to 235,000 tons, following a slight drop in the lamb crop, increased retention of lambs for breeding and the marginal effects of live sheep exports.

"As for future trends, it appears that beef production is likely to fall, but there could be some recovery in pigmeat and mutton and lamb production," the report says. "The cattle breeding herd in March was 2 per cent. lower than it was 12 months earlier. This was due entirely to a decline in the dairy herd.

"But the beef herd is likely to show a slight decline also in the June census. This follows several years of very rapid expansion and reflects the uncertain outlook for beef production during the past year. The present level of heifer retentions is probably not sufficient to maintain the beef herd at its present level, although no major reduction is evident so far."

On market prospects, MLC forecasts that beef prices will experience the normal seasonal decline between now and November, but the exceptionally large decline of last year "is unlikely to be repeated." If store cattle prices continue to rise above current levels of around £21 a c.w.t., there is a danger that the margin on stores finished in 1976 will leave very little profit.

"The pig market is expected to continue to be buoyant for the rest of this year because of lower supplies, but whether this justifies the current high prices being paid for store weaner pigs is also doubtful. Unless feeding-stuff prices fall even further, it is possible that producers buying in weaners will make comparatively little profit."

The expected drop in slaughterings should help to strengthen the sheep market, but whatever happened to market prices, the increase in guaranteed prices would ensure that average total returns to producers in the autumn would exceed the corresponding 1974 levels.

● The head of the Ministry of Agriculture's meat and livestock divisions, Mr. Keith Dexter, is to be the next director general of the Ministry's agricultural and development advisory service, it was announced yesterday.

U.S. winter wheat estimate cut

CHICAGO, June 11.

THE U.S. Department of Agriculture has lowered its estimate for winter wheat production to 1,618.6m. bushels, based on June 1 conditions.

This falls short of the May 1 estimate of 1,620m. but still exceeds last year's record crop of 1,392m. bushels.

The yield per harvested acre is now estimated at 32 bushels, against 32.1 a month ago, and 29.5 last year. The acreage for harvest remains at last month's estimate of 50,525 against last year's acreage of 47,117.

The Department said the nation's winter wheat crop was generally in good condition on June 1, though harvesting and maturity was below normal. Planting of this year's spring wheat crop lagged throughout May, due largely to the late spring start.

If farmers adhere to planting intentions reported in March, and conditions are favourable, spring wheat production this year should approach 525m. bushels, over 120m. more than last year.

Added to the latest winter wheat estimate, that would boost total U.S. wheat output this year to about 2,144m. bushels—just over 350m. bushels more than last year.

Recent statistics indicate that U.S. wheat exports this season will fall below the 1,100m. bushels officially forecast.

In Sydney meanwhile, it has been reported that wheat farmers in many parts of Australia will not be planting a crop this year unless rains fall within the next two weeks.

Agricultural sources said that throughout most of the country's eastern wheat belts there was no useful rain in May, with no rain at all recorded in New South Wales.

● The West German Agriculture Ministry is adhering to its previous estimate of 22m. tonnes, against last year's 22.65m., for its 1975 grain harvest (including maize).

Around 7.3m. tonnes of the harvest will consist of wheat, 500,000 less than in 1974 because of a drop in both the crop area and the yield per hectare. The barley crop, however, should go up by 400,000 tonnes, to 7.4m., due to an expanded crop area, the Ministry said.

Reuter

Wool outlook uncertain

BY OUR COMMODITIES EDITOR

DESPITE SIGNS of a revival since March, it is still uncertain if the wool industry will recover quickly from its most severe post-war slump, according to the Commonwealth Secretariat in its 1974-75 Wool Statistics review published in time for the annual conference of the International Wool Textile Organisation in Monaco this week.

It points out that production of wool has increased while demand remains depressed by the recession in economic activity. There are indications that spinners and topmakers are beginning to replenish their stocks, but no sustained revival in demand is foreseen before the general economic climate improves as the textile industry is too sensitive to world conditions to move against the main trend.

It is suggested, however, that there may be a slow improvement in industrial production by late 1975 following the switch to more expansionary policies in most countries.

Decline in sugar continues

By Richard Mooney

CONFIRMATION that yesterday's Egyptian sugar buying tender had brought large offerings at relatively low prices encouraged a continuation of Tuesday's decline in world values. In the morning the London daily price was fixed £12 lower, at £158 a ton, and on the London terminal market the October position closed £9.475 down, at £138.875 a ton.

The Egyptian tender for 33,000 tonnes of raws was met by the French trader, Sucres et Denrees, at $390 a tonne, well below recent prices. The total offering was reported to be around 500,000 tonnes though not all of this was for prompt shipment.

● The weakness of sterling was a supporting factor in other commodity markets, including metals and cocoa. September cocoa fell to £450 a tonne before finishing the day £6.75 lower on balance, at £454.75. On the London Metal Exchange, tin, lead and zinc prices all ended with modest gains, but copper fell slightly.

Japan iron ore stocks higher

TOKYO, June 11.

STOCK YARDS of major Japanese steel mills were full of iron ore because of a steady inflow of imports and 20 to 25 per cent. cut-backs in crude steel production, the Japan Iron and Steel Federation said.

Stocks of iron ore at the end of March had increased to 16.9m. tonnes, from 14.9m. a year ago. Stocks were equivalent to 1.6 months' consumption, compared with the normal stock level of 1.2 months, the Federation said.

Nippon Steel Corporation said major steel mills were concluding agreements with overseas shippers to defer first half shipments of ore to the second half of the year. Some mills were planning to increase production of pig iron for stocking purposes because it took less space than iron ore.

Reuter

LOCUST THREAT

TAMWORTH, NSW, June 11.

A major spraying operation to combat spur-throated locusts will begin in northern New South Wales later this month.

Pastures Protection Board ranger, Mr. J. Kleinhanss, said there had been only minor damage so far, but it was feared the locusts would attack young wheat plants.

Reuter

PROTEIN SUPPLIES

Brazil's soyabean explosion

BY SUE BRANFORD, SAO PAULO CORRESPONDENT

WITH BRAZIL'S 1974-75 harvest drawing to a close, latest estimates put final soyabean output at 9.5m. tonnes, of which about 4m. tonnes will be exported. This is easily the largest crop to have been produced in Brazil, to be compared with the 3.7m. tonnes harvested three years ago.

Indeed, this country is well-established now as the world's third largest producer, after the U.S. and China. Its present crop is equivalent to 30 per cent. of the U.S.'s 33.6m. tonne 1974-75 harvest, reaped last July and August.

Internally, soyabeans have become an important product for the Brazilian economy. Exports of soyabeans and derivatives last year earned $888m. which—for the first time—was more than the income from coffee ($877m.). This would have been unthinkable three years earlier, when coffee earned $724.8m., compared with a modest $24.3m. from soyabeans. They were both pipped for top place in the export list by sugar, which earned a record $1,259m. thanks to booming world prices in 1974. This year, however, soyabeans have a good chance of ranking first.

Although soyabeans have been cultivated for about 70 years in Brazil, it was only in 1973 that the product took on national importance. That year, poor harvests in the U.S. and China, coupled with a fall in Peruvian fishmeal production, led to a supply crisis in animal fodder, with soyabean prices consequently soaring from $250 to $470 a tonne.

Although Brazilian producers missed the real high-point of the boom, they still benefited from the unprecedented rise in prices; and some farmers felt encouraged to switch to soyabeans, even if it meant digging up coffee bushes or orange trees.

Prices fell heavily, however, towards the end of 1973, partly because a record U.S. crop was predicted for the following year. They stood at about $230 in April and May 1974, at the time of the Brazilian harvest. But in July, after reports that unfavourable weather had hit the U.S. crop badly, prices increased once more, reaching about $325 in October. The upward turn was too late, however, to benefit the Brazilian harvest and, as a consequence, although Brazilian soyabean exports increased by 41 per cent. in volume, they dropped 3 per cent. in value.

Prices have fallen again this year to about $220. These violent oscillations have provoked considerable resentment. Allegations are frequently made in the Brazilian Press that the price falls, which have occurred for three years now—exactly during the months when Brazilian farmers are selling their produce—are the result of manoeuvres by multinational companies that control much of world soyabean trade.

It is partly in response to pressure from the farmers that the Brazilian Government recently announced new plans by which CACEX (Foreign Trade Department at the Bank of Brazil) will buy 1m. tonnes of beans and 150,000 tonnes of soya meal from the farmers and manufacturers. CACEX will store these purchases and only sell them when world prices have picked up.

OUTPUT AND EXPORTS

	1972	1973	1974	1975
		(in tonnes)		
Total Soyabean				
Output	3.7m.	4.8m.	7.3m.	9.5m.*
Exports: beans	1.0m.	1.8m.	2.6m.	386,000**
meal + bran	1.4m	1.6m.	1.7m.	698,000**
oil	59,000	30,500	10,000	30,000**
Total value of exports				
(in U.S.$)	295m.	926m.	895m.	223m.**

* Estimate. ** Figures are for first four months of year.

Source: CACEX, Bank of Brazil

West Germany

Efforts are also being made to minimize the effects of price fluctuations at the other end of the marketing network, with plans to arrange long-term agreements with importer countries. For example, negotiations are underway with West Germany to set up binational companies, in which the Germans will help to finance production and, in return, will be guaranteed a share of output.

The farmers' co-operatives, that are marketing about half of Brazil's foreign sales this year, are taking a new, firm position. For the first time, some Brazilian producers are preferring to hold out for what they consider adequate prices, even at the expense of losing a contract.

At the end of May, a Brazilian co-operative lost a contract for 200,000 tonnes with a European trading company, because of its insistence on better conditions. The contract finally went to a U.S. company that offered $8 less per tonne.

Soyabeans are cultivated in Brazil's southern states—mainly Rio Grande do Sul and Paraná—because of the semi-temperate climate. They are often cultivated alternately with wheat to take full advantage of fertilisers and permit the farmer to reap two crops on a single plot of land.

Farming and marketing costs (except for labour and land) are high in Brazil. A recent U.S. study estimated that the heavy applications of phosphate required in Brazil cost four times more than in the U.S. This is mainly because Brazil depends largely on imported fertilisers. Transport is also expensive, particularly as the beans are taken to the ports by lorries which use mainly-imported oil.

But despite these problems, the study concluded that Brazil had the potential to become a long-term competitor to the U.S., achieving a similar level of output.

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

The fresh weakness of sterling was the major factor in late afternoon trading on the London Metal Exchange, causing prices to either recover earlier losses or push further ahead. In Copper, forward metal had fallen to £526 owing to renewed stop-loss selling coupled with talk of a further large increase in warehouse stocks. The steadier opening of the U.S. market caused a recovery to £529.5 and then short-covering and currency hedge buying following the sterling setback news pushed forward metal up to £535 on the afternoon Kerb and £534 in inter-office dealings. Turnover 10,700 tonnes.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Wirebars				
Cash	511-.5	—3.5	510-1	—3.5
3 months	529.5-30	—4.5	529-.5	—4
Settlem't	511.5	—3.5	—	......
Cathodes				
Cash	500-1	—3	500-1	—4
3 months	519-20	—3.75	519-20	—4.25
Settlem't	501	—3	—	......
U.S. Smt.	—	......	*63.70	......

Amalgamated Metal Group reported that in the morning, cash wirebars traded at £510, 11; three months £531, 30.50, 30, 29.50, 30. Cathodes: Cash £500; three months £520, 19.50. Kerb: Wirebars: Cash £509.50; early-Sept. £527.50; three months £529 to 26 to 28. Afternoon: Wirebars: Early-June £511; three months £528, 29, 29.50. Kerb: Wirebars: Three months £530 to 32.

TIN—Little changed. The modest rise in Penang overnight prompted covering purchases here which held the market initially steady although there was a further widening of the contango. Borrowing of cash metal for the first month was reportedly on behalf of the buffer stock and this also helped maintain prices. Turnover 520 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	3024-5	—1	3032-5	+2.5
3 months	3056-8	+3.5	3055-60	+4.5
S'ment	3025	—1	—	......
Standard				
Cash	3024-5	—1	3029-5	+2.5
3 months	3056-8	+3.5	3055-60	+4.5
S'ment	3025	—1	—	......
Straits E.	‡$1416½	+1	—	......
New York	—	......	*346.0	—2.5

Morning: Standard: Cash £3,025; late-Aug. £3,057, 60; three months £3,055. High Grade: Untraded. Kerb: Standard: Three months £3,052. Afternoon: Standard: Cash £3,022; three months £3,055. High Grade: Three months £3,056. Kerb: Standard: Three months £3,060.

LEAD—Moved ahead on currency considerations after a quiet morning's trading. Turnover 5,000 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	149.5-.75	+.875	152-.3	+3
3 months	154-.5	+.5	157.5-.8	+4
S'ment	149.75	+.75	—	......
N.Y. Spot	—	......	*19-22½	......

Morning: Cash £149, 49.50; late-June £150; three months £154, 53.50, 54. Afternoon: Three months £155 to 58. Kerb: Three months £158, 57.50, 58.

ZINC—Gained ground. After trading at £327, cash metal moved up to £331 following influential demand which was thought to have been on producer account. Forward metal moved ahead in sympathy and then picked up to £300 in inter-office trading after the sterling news. Turnover 4,275 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	330-.25	—.375	331-.3	+4.25
3 months	297-.25	—.75	297.5-8.5	+1.5
S'ment	330.25	—.75	—	......
Prm. West	—	......	*56½-9	......

Morning: Cash £330, 27, 30, 31, 30; mid-June £328; three months £298.50, 96, 96.50, 97, 96, 97, 97.25. Kerb: Three months £297. Afternoon: Cash £331; early-Sept. £299; mid-June £330, 31; three months £298, 99, 98. Kerb: Three months £298, 99.

* Cents per pound. † On previous unofficial close. ‡ $M per picul.

SILVER

Silver was fixed 0.6p an ounce lower for spot delivery in the London bullion market, at 197.2p. U.S. cent equivalents of the fixing prices were: spot 453.8c, down 3.9c; three-month 460.6c, down 3.8c; six-month 466.9c, down 4.1c; and 12-month 483.2c, down 3.6c. The spot price opened at 196.5-197.5p (452.0-454.5c), and closed at 199.8-200.8p (455.5-458.0c) against the previous 196-197p (452.0-454.5c).

SILVER per troy oz.	Bullion fixing prices	+ or —	L.M.E. close	+ or —
Spot	197.2p	—0.6	197.85p	+1.8
3 months	202.4p	—0.6	202.85p	+1.45
6 months	207.8p	—0.5	—	......
7 months	—	......	209.4p	+0.9
12 months	220.4p	—0.6	—	......

LME—Turnover 226 (203) lots of 10,000 ozs. Morning: Cash 198.1; three months 202.7, 2.9, 2.8, 2.7; seven months 209.5. Kerbs: three months 202.7, 2.9. Afternoon: Three months 202.9, 2.8, 2.7, 3.8, 3.9, 4.0, 4.1. Kerb: three months 204.2, 4.3, 4.4, 4.3, 4.2, 4.3, 4.4, 4.5, 4.6, 4.8, 4.8, 5.0, 5.2, 5.5.

COCOA

Market continued easier with commission house liquidation in active trading conditions finding trade support towards the close, with values showing little change on the day, reports Gill and Duffus.

COCOA	Yesterday's Close	+ or —	Business Done
No.4 Contract			
July	484.0-5.0	—6.75	471.0-60.0
September	464.5-6.0	—6.75	457.0-50.0
December	466.5-7.5	—4.25	468.0-60.0
March	475.5-6.0	—3.0	477.0-70.0
May	478.0-9.0	—5.0	482.0-75.0
July	480.0-2.0	—5.0	484.0-78.0
September	482.0-5.0	—5.0	—

Sales: 7,954 (1,406) lots of 10 tonnes.

International Cocoa Agreement prices: Daily 48.69 (47.79) U.S. cents per pound; indicator 15-day average 47.80 (47.72); 22-day average 47.68 (47.72).

FREIGHTS

OIL TANKERS—More active with a slight increase in rates and increased inquiry from the U.S. for supertankers. Murphy Oil took a Finnish 130,000-tonner on June 25 from Persian Gulf to West at Worldscale 22½ and Koch Oil is seeking a 67,000-tonner for a similar voyage on July 8-10. A 245,000-tonner has been arranged, prompt, from Persian Gulf to Caribbean at rates reported to be between W.18 and W.20. Demand from the U.S. for VLCCs includes Chevron—open for two—and Ashland, all for Persian Gulf to West voyages. Market sources point out, however, that rates for supertankers will have to rise considerably before they reach break-even points on operating costs alone—probably about W.25. This does not take into account depreciation and capital interest costs.

DRY CARGO—Moderate chartering activity developed in the N. American grain sector with heavy grain shippers covering cargoes from U.S. Gulf to Holland/Belgium at $5.50 f.i.o. and from the same loading area to Chile at $9.90 free discharge, both for June. A vessel was secured for wheat from Gulf to Lattakia at $20 f.i.o. for June, while heavy grain from Baltimore to France paid a lump sum of $155,000 f.i.o. with July loading.

Coal operators covered a cargo from Lourenco Marques to U.S. Gulf at $8.65 f.i.o. for July, while sugar shippers arranged vessel from West Coast Costa Rica to U.S. Gulf at $11.50 f.i.o. for mechanical load or $12.50 f.i.o. for non-mechanical, and from the Dominican Republic to U.S. Gulf at $9 and $10 f.i.o. respectively, both in June.

COFFEE

Robusta futures opened slightly steadier following the recovery in New York.

Prices displayed a firmer trend for most of the afternoon aided by advices from New York, weak sterling and more Brazilian frost rumours. A good two way trade was evident throughout the session. Arabicas closed 80 to 150 points higher.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
July	470.0-72.0	+2.25	475.0-68.0
September	465.5-66.0	+6.5	467.0-59.0
November	463.5-64.5	+10.25	465.5-56.0
January	463.5-64.0	+10.50	465.0-56.0
March	465.0-66.0	+11.0	465.5-58.0
May	467.5-68.0	+11.25	468.5
July	468.5-70.0	+11.25	460.0

Sales: 1,374 (1,251) lots of 5 tonnes.

ARABICA CONTRACT (In order buyer/seller sales.) June 65.10-66.40, nil; Aug. 67.50-67.70, 4; Oct. 68.70-68.80, 11; Dec. 67.20-67.50, nil; Feb. 67.50-68.00, nil; April 67.70-68.20, nil; June 67.70-69.00, nil. Sales 15.

RUBBER

SLIGHTLY STEADIER opening on the London physical market. Fair demand throughout day, closing quietly steady. Lewis and Peat reported a godown price of 122 Malaysian cents a kilo (buyer July).

No. 1 R.S.S.	Yesterday's close	Previous day's close	Business done
July	29.00-29.75	28.40-29.00	—
Aug.	29.90-30.20	29.25-29.55	—
Jly-Sep	29.90-30.20	29.50-29.55	30.10-30.05
Oct.-Dec.	31.45-31.50	30.70-30.75	31.85-31.15
Jan.-Mar.	32.90-32.95	32.00-32.05	33.00-32.00
Apr.-Jun	34.05-34.10	33.15-33.20	34.10-33.50
Jly-Sep	34.85-35.05	33.85-34.05	34.50-34.40
Oct.-Dec.	35.40-35.60	34.50-34.65	—
Jan.-Mar.	35.95-36.10	34.95-35.10	35.95-35.55

Sales: 75 (57) lots of 15 tonnes.

Physical closing prices (buyers) were: Spot 28.0p (27.5p); July 28.75p (28.25p); August 27.5p (27.0p).

SOYABEAN MEAL

	Yesterday's Close	+ or —	Business Done
	£ per tonne		
August	70.0-70.4	+0.55	70.0-69.8
October	70.0-70.1	+0.45	70.0-69.0
December	70.8-70.9	+0.8	70.9-69.5
February	72.5-72.7	+0.9	72.4
April	73.8-74.7	+0.8	—
June	75.7-75.8	+0.5	75.8-75.4
August	77.0-77.4	+0.5	77.0-76.9

Sales: 39 (58) lots of 100 tonnes.

GRAINS

THE BALTIC—Transhipment maize was a shade steadier, but reported business was light. Other sections of the imported market were also quiet.

Wheat—U.S. Dark Northern Spring No. 2, 14 per cent., July £81.30, Aug. £79.85, Sept. £74.00 transhipment East Coast; June £75.80 direct Tilbury. U.S. Hard Winter No. 2, 13½ per cent., July £67.05, Aug. £68.20 transhipment East Coast; July £63.80 direct Tilbury. EEC milling/French feed June £51.00, July £51.50 South Coast.

Maize—No. 3 Yellow American/French June £53.00, July £55.50, Aug. £57.00 transhipment East Coast. South African White Dent Aug. £59.00 Glasgow. South African Yellow Flint Aug. £58.50 Glasgow.

Barley—EEC feed June and July £51.00, Aug. £54.00 East Coast. Rest unquoted.

MARK LANE—Milling wheat met a moderately active trade at fully steady prices and other sections were also fairly well supported. Hagberg 180 milling wheat traded for July into the London area at £54.25 per long ton, Sept. at £59.50 and Oct.-Dec. at £62.50 per long ton. Denaturable wheat made £53.25 for July into East Anglia and Sept.-Dec. feed barley up to £57 per long ton. Liverpool paid £57.50 for Sept.-Dec. new crop deliveries of feed barley. Average sellers quotations per long ton for delivery London area: Wheat milling June £53; denaturable June £52.50. Barley June £52.

LONDON GRAIN FUTURES MARKET (GAFTA)—Wheat, steadier. Close: Sept. 56.85, Nov. 59.50, Jan. 61.65, March 63.25, May 65.00. Business: Sept. 56.90-56.20, Nov. 59.50-58.70, Jan. 61.65-60.90, March 63.40-62.75, May 65.05-65.00. Barley, steadier. Close: Sept. 54.65, Nov. 56.85, Jan. 58.80, March 60.40, May 62.20. Business: Sept. 54.75-54.20, Nov. 56.95-56.25, Jan. 58.70-58.60, March 60.30-60.25. May

HGCA—Location ex-farm spot prices: Soft milling wheat—Banbury £50.00. Feeding barley—Banbury £49.15, Ormskirk £50.50

SUGAR

LONDON DAILY PRICE—Lower at £158 (£170) a ton c.i.f. for June-July shipment.

Market opened 1.8 points lower on chartist selling and general long liquidation. Prices thereafter seemed unable to break out of a narrow range, C. Czarnikow reports.

Sugar Pref. Comm. Con.	Yesterday's Close	Previous Day's Close	Business Done
	£ per ton		
Aug.	145.50-46.00	155.50-56.00	156.00-45.00
Oct.	138.75-39.00	148.25-48.45	148.50-38.50
Dec.	136.40-36.60	147.00-47.50	147.50-36.00
March	134.00-34.25	144.00-44.50	136.50-31.50
May	133.50-33.75	142.10-43.00	141.00-30.50
Aug.	133.50-34.5	142.50-45.00	135.00-32.00
Oct.	133.00-33.50	142.00-45.00	135.00-31.00

Sales: 2,821 (3,045) lots of 50 tons each.

Tate and Lyle ex-refinery price for granulated basis white sugar was £281.80 (same) a long ton for home trade and £255 (£275) a long ton for export.

EEC DAILY EXPORT LEVIES for white and raw sugars, denatured and non denatured, effective June 12. Figures in units of account per 100 kilos with previous in brackets where changed: White 4.00 (4.50). Raw 3.50 (5.50).

WOOL FUTURES

LONDON—Market barely maintained, Bache reports.

(Pence per kilo)

Australian Greasy wool	Yesterday's close	+ or —	Business Done
July	163.0-67.0	—1.5	—
October	167.0-69.0	—1.75	170.5
December	170.0-71.0	—2.0	—
March	175.0-76.0	—1.5	176.0-75.0
May	177.5-78.0	—1.5	178.0
July	180.0-82.0	—1.0	—
October	181.0-83.0	—1.5	182.0
December	182.5-83.5	—1.5	—

Sales: 11 (6) lots of 1,500 kilos.

SYDNEY GREASY (In Australian cents per kilo. In order buyer, seller, business, sales): July 248.0-49.0, 248.0-49.0; Oct. 254.0-54.8, 254.0-54.8; Dec. 259.5-60.0, 259.5-60.0; March 263.3-63.5, 263.3-63.5; May 264.5-65.0, 264.5-65.0; July 265.5-66.0, 265.5-66.0; Oct. 267.5-68.0, 267.5-68.0; Dec. 268.0-68.5, 268.0-68.5. Sales 283.

MEAT/VEGETABLES

SMITHFIELD (pence per lb)—Beef: Scottish killed sides 35.0 to 38.0, higher quality killed sides 39.0. English hindquarters Inc. heavy 43.0 to 45.0, forequarters 22.0 to 24.0. Eire hindquarters 42.0 to 45.5, forequarters 21.0 to 25.0. Veal: English fats 40.0 to 44.0, bobbies 15.0 to 18.0, Scottish bobbies 14.0 to 17.0, Dutch hinds and ends 54.0 to 58.0. Lamb: English small 32.0 to 39.0, higher quality 40.0, medium 32.0 to 34.0, heavy 30.0 to 32.0. Imported frozen: N.Z. D's 30.0 to 31.0, 2's 30.0 to 31.0, 8's 28.5 to 29.3, YLs 29.0 to 29.5. Hoggets: English 18.0 to 28.0. Scottish 16.0 to 28.0. Ewes: 10.0 to 11.0. Pork: English, under 100 lbs 26.0 to 35.0, 100-120 lbs 28.0 to 34.0, 120-160 lbs 28.0 to 32.0, 160-180 lbs 27.0 to 28.5, 180 lbs and over 24.0 to 26.0.

MEAT COMMISSION—Average fatstock prices at representative markets on June 11: U.K.—Cattle £21.02 per live cwt. (—1.35); sheep 35.0p per pound e.d.c.w. (—3.3); pigs £4.41 per sc.l.w. (—0.18). England and Wales—Cattle numbers down 6.3 per cent., average price £21.11 (—1.44); sheep down 5.2, 34.9p (—3.8); pigs down 11.6, £4.41 (—0.18). Scotland—Cattle down 21.1, £23.29 (—0.42); sheep down 4.6, 35.6p (+0.4); pigs nil.

COVENT GARDEN (Prices in sterling)—Imported produce: Oranges—Jaffa: Valencia Lates 2.30-3.50; Californian: 3.30-3.60; Cypriot: 2.70-3.50, South African: 2.75-3.00. Wilkins—Brazilian: 4.00. Grapefruit—Jaffa: 40 2.50, 48 2.80, 56 2.90, 64 2.90, 75 2.90, 88 2.90, Florida: Red Blush 3.80; South African: 2.10-3.05. Lemons—Italian: 2.90-3.20; South African: 3.00-3.50. Apples—South African: Starking Delicious 4.40-4.80, Golden Delicious 4.90-5.00. White Winter Pearmain 4.40-4.50, Granny Smith 5.00-5.20: New Zealand: Sturmer Pippin 4.80-4.90; Tasmanian: Jonathan 4.80, Golden Delicious 4.80, Cox's Orange Pippin 6.50: French: Cartons, Golden Delicious 20 lbs 2.15-2.25; Tyrolean: Per 40 lbs Rome Beauty 4.00, Golden Delicious 4.20. Starking 4.20; Western Australian: Granny Smith 4.80. Pears—Tasmanian: Per 40 lbs Packham's Triumph 5.30-5.50, Comice 5.50-6.00; South African: Packham's Triumph, cartons 5.30. Winter Nelis, cartons 4.60-4.70; Victorian: Josephines 5.50, Packham's Triumph 6.00; Belgian: Conference, per pound 0.08-0.10. Bananas—Windward Islands: Per 28 lbs 3.00; Jamaican: 3.00. Grapes—South African: Barlinka 2.00. Cherries—French: Per pound 0.45; Italian: 0.45-0.50. Apricots—Spanish: Per 11 lbs 1.00-1.30. Peaches—Spanish: Trays D's to B's 1.50-2.50; Italian: 1½ trays 2.00-3.00. Tomatoes—Dutch: 3.70; Jersey: 3.50; Guernsey: 3.50, Carrots—French: Nantes 28 lbs 4.10; Cypriot: 4.10, Courgettes—Kenyan: Box 6 lbs 1.70; Cypriot: 1.30. Potatoes—Egyptian: 3.70; Italian: 3.00; Jersey: Per pound 0.06; French: Per 55 lbs 3.10-3.40; Cypriot: 3.70. Onions—Spanish: 2.20-2.30; New Zealand: 4.80; Israeli: 3.60; Dutch: 2.70. Melons—Colombian: Green 6 3.80, 7 4.50, 8/11 4.80; Dutch: Net, each 0.50; Israeli: Yellow 5.00. Water-melons—Israeli: 3.00.

English produce: Cauliflowers—Per 12 1.40-3.00. Mushrooms—Per pound 0.15-0.20. Spring greens—Per bag 0.80. Onions—Per 56lbs 2.30-2.60. Apples—Per 30 lbs Bramley's 3.30-4.20. Lettuce—Per 12 round 1.50, cos 1.50. Potatoes—Per 56 lbs white 1.80, red 1.90. Cornish/Kent per pound 0.08. Cucumbers—Per tray 12 1.70, 14 1.90, 16 1.90, 18 1.90. Celery—Per 12 to 24 2.80-3.00. Tomatoes—Per 12 lbs 3.50. Strawberries—Per ½ lb 0.15-0.20.

JUTE

DUNDEE—Quiet. Prices c. and f. U.K. for June-July shipment: BWB £201, BWC £194, BWD £187. Tossa: BTB £203, BTC £196, BTD £189. Calcutta goods firmer. Quotations c. and f. U.K. for June shipment: 10 oz. 40 in. £7.15, 7½ oz. £5.39 per 100 yards. July £7.26 and £5.48, August-September £7.37 and £5.57. "B" twills: £23.21, £22.88 and £22.61 for the respective shipment period. Yarn and cloth very quiet.

LONDON—Quiet. Bangladesh White "C" grade, June-July £200. "D" grade June-July £193. A long ton.

CALCUTTA—Steady. Indian June Rs.460.00. Dundee Daisee June Rs.420.00 values. A bale of 400 lbs.

COTTON

LIVERPOOL COTTON—Spot and shipment sales amounted to 206 tonnes, bringing the total of the week so far to 925 tonnes, F. W. Tattersall reports. Small forward interest was again displayed in African and Middle Eastern qualities. Minor replenishment needs were also mentioned in Latin American growths.

*

HIDES—Leeds. Weaker with very few hides sold. Second clear ox 31-35.5 kilos 22.3p per kilo; 26-30.5 kilos withdrawn 21p; 22-25.5 kilos withdrawn 23.6p. Light cows withdrawn 22.3p. Calf seconds under 4 kilos withdrawn 45p.

*

COPRA—Philippines: June to August $225 resellers per tonne c.i.f. North/Euro ports.

*

GRIMSBY FISH—Supply fair, demand fair. Prices per stone at ship's side, unprocessed: Shelf cod £1.50-£2.00, Codlings £1.40-£1.80, Large haddocks £2.40-£2.60, Medium haddocks £2.25, Small haddocks £1.70-£2.00 Medium plaice £3.20-£3.60, Best small plaice £3.20-£3.60. Skinned dogfish £4.00, medium £3.40, Catfish 65p, Rockfish 1.20, Lemon soles £4.20, Reds 80p.

PRICE CHANGES

Prices per ton unless otherwise stated.

	June 11 1975	+ or —	Month ago
Metals			
Aluminium (a)	£596	....	£598
Free market cif	£280-290	—5	£270-280
Copper §			
Cash Wire Bars (w)	£510.5	—3.5	£551
3 month do. do. (w)	£529.25	—4.0	£569.5
Cash Cathode (w)	£500.5	—4.0	£540.5
3 months do. (w)	£519.5	—4.25	£569.5
Gold Troy oz.	$164.75	—1.0	$167.5
Lead Cash (u)	£152.5	+3.0	£154.5
3 months (u)	£157.75	+4	£158.25
Nickel (a)	£1,917	....	£1,880
Free market cif (lb)	$1.85-2.0	....	$1.70-1.8
Platinum troy oz.	£67-71.5	....	£67-71.5
Free Market	£65	....	£65½-67½
Quicksilver (76lb)	$127-132	—3	$128-135
Silver Troy oz	197.2p	—0.6	201p
3 months	202.4p	—0.6	207p
Tin Cash (u) §	£3,023.5	+2.5	£2,987
3 months (u)	£3,057.5	+4.5	£3,028
Wolfram 22.04lb cif	$59.41	....	$41½-45½
Zinc Cash (w) §	£332	+4.25	£320.25
3 months (w)	£298	+1.5	£312.5
Producers (a)	£360	....	£360
Oils			
Coconut Malayan	‡	....	‡
Groundnut	‡	....	£386
Linseed Crude (w)	£450	....	£467
Palm Malayan (a)	‡	....	£175
Soyabean (u)	‡	....	‡
Seeds			
Copra Philipp ton	$235	+5	$240
Gr'nuts Nigerian	‡	....	‡
Linseed Can. No. 1	£151v	....	£164.5
Grains			
Barley EEC	£51	+0.75	£49.75
Home Futures	£54.65t	+0.25	£49.85
Maize			
French No.3 Am.	£53	+0.5	£52.0
S.A. Yellow Flint	£58.5h	....	59.5
Wheat			
No. 1 Red Spring	‡	....	‡
No.2 Hard Winter	£67.05r	+0.4	£63.5
Australian (f.a.q.)	‡	....	‡
English Milling	£53	+0.5	£52
Cocoa Shipment (u)	£548	—8.0	£543
futures Sept. (u)	£464.75	—6.75	£475.5
Coffee Shipment (c)	‡	....	
futures Sept. (u)	£465.75	+6.57	£418.75
Cotton 'A' Index cent	54.25	....	54.5
Jute JABWC (d)	£200v	....	£224
Rubber kilo	28p	+0.5	26.5p
Sisal EASL (u)	$600*	....	$850
Sugar	£158	—12	£160
Wooltops 64s kilo	194p	....	193p
Cloves (Madagaska)	£2,400	....	£2,350
Pepper White ton	£820	....	£855
Black ton	£620	....	£685

* Nominal. † Seller. § Unofficial close. ♣ Indicative price b U.K. and Commonwealth refined. c Uganda Robusta standard grade indicative prices f.o.b. Mombasa U.S. cents a pound. d Bangladesh white "C." ‡ Unquoted. o Seller's quotation. h August. k June. u Metric tons. r July. v June-July. s July-Aug. t Nov. e May-June. w Nov.-Jan.

FINANCIAL TIMES

June 11	June 10	Month ago	Year ago
153.38	152.94	165.01	209.03

(Base: July 1, 1952=100)

REUTER'S

June 11	June 10	Month ago	Year ago
1064.9	1070.9	1077.2	1279.7

(Base: Sept. 18, 1931=100)

DOW JONES

Dow Jones	June 11	June 10	Month ago	Year ago
Spot	268.88	271.68	280.34	350.42
Futures	246.80	249.44	254.76	309.26

(Average 1924-25-26=100)

MOODY'S

Moody's	June 11	June 10	Month ago	Year ago
Staple Commod'ty	710.9	710.1	733.5	799.8

(Dec. 31, 1931=100)

U.S. Markets

Sugar limit down on Egypt news

NEW YORK, June 11.

SILVER advanced in generally featureless trading while copper made new contract lows as record LME stocks prompted renewed selling. Reports of origin selling forced cocoa lower. Sugar closed limit down on unconfirmed reports of low prices paid for an Egyptian buying tender. Chicago grains finished higher in beans and maize on former withholding action, while wheat declined despite a bullish USDA winter wheat crop estimate, Bache reports.

Cocoa—Ghana Spot 63½ (64½). Bahia Spot (44.50). Dec. 43.35. March 43.60. May 44.05. July 44.45, Sept. nil. Sales: 1,288.

Coffee—Spot Santos No. 4 unquoted (same). Colombian Mams unquoted (72.50 nom.). "C" Contract: July 59.10-59.20 (58.45), Sept. 59.50 (56.80), Nov. 59.50-59.75, Dec. 59.65-59.50. March 60.00-60.25. May 60.50 bid. Sales: 474.

Copper—June 51.50 (52.00), July 51.70 (settlements), Aug. 52.20, Sept. 52.50 settlements. Sales: 1,156.

Cotton—July 44.85-44.95 (44.85), Oct. 46.29 (46.20), Dec. 46.95-46.96, March 47.90. May 48.40-48.50, July 48.95-49.00, Oct. 49.30 bid. Sales: 1,774.

ΦGold—June 165.20 (165.40), July 166.30 (166.30). Aug. 167.10. Oct. 169.10, Dec. 171.70, Feb. 174.00. April 176.20. June 178.50, Aug. 180.70, Oct. 182.90. Sales: 576.

Greasewool—Spot 134.0 nom. (same). July 132.5-136.0 (132.5), Oct. 137.0 (137.3), Dec. 138.0-141.0. March 139.0-141.0. May 139.0-144.0. July 139.0 bid, Oct. 139.0 bid.

†Lard—Chicago loose 24½ asked (24½ nom.). NY drummed 30½ nom. (same).

††Maize—July 279½-279¾ (276½-276¾). Sept. 254½-254¾ (253-252½), Dec. 238½-238¾, March 244-244½, May 247½.

‡Platinum—July 149.10 (150.50), Oct. 152.40 asked (153.80), Jan. 155.60 asked, April 159.00 asked, July 162.60 asked. Oct. 165.40 bid. Sales: 311.

‡‡Silver—Spot 456.00 (453.00). June 456.50 (452.00), July 456.30 (454.00), Aug. 461.60, Sept. 464.90, Dec. 475.00, Jan. 478.10, March 484.70, May 491.30, July 497.80, Sept. 504.30. Sales: 5,759.

*Soyabeans—July 504-505 (501½). Aug. 493½ (491½). Sept. 488½-489. Nov. 486½-488. Jan. 496. March 503. May 509. July 514. Aug. 515.

hSoyabean Meal—July 122.80-123.00 (122.00). Aug. 124.10-124.20 (122.70). Sept. 124.50-125.00, Oct. 126.00. Dec. 126.00-128.50. Jan. 131.00. March 130.50-131.50.

Soyabean Oil—July 21.60-21.65 (21.45). Aug. 20.40-20.45 (20.32). Sept. 19.80. Oct. 19.10-19.20. Dec. 18.40-18.35. Jan. 18.15-17.10. March 18.00, May 17.90. July 17.70-17.65. Aug. 17.50.

Sugar—Spot 14.25 (15.25). July 13.89-13.85 (14.87). Sept. 13.50 asked (14.50); Oct. 13.17 asked. Jan. 12.30 nom., March 12.30. May 12.18-12.20. July 12.00, Sept. 11.75-11.70, Oct. 11.65-11.60. Sales: 2,735.

Tin—319.00-373.00 asked (320.00-375.00 asked).

**Wheat—July 300½-300 (302½-301½). Sept. 304½-305 (306-305½). Dec. 314-313½. March 321½. May 324½.

WINNIPEG, June 11. ††Rye—July 218 (217½). Oct. 214 asked (213½). Dec. 210½ asked. May unquoted.

cOats—July 163 bid (163). Oct. 150 asked (150). Dec. 145 bid. May unquoted.

§Barley—July 235½ (233½). Oct. 209½ bid (209½). Dec. 204½ bid. May unquoted.

dFlaxseed—July 750 bid (753). Oct. 712 (710). Nov. 675 bid. Dec. 654 bid. May 600 nom.

Wheat—SCWRS 13.5 per cent. protein content St. Lawrence 459½ (460½).

All cents per pound ex-warehouse unless otherwise stated. *Cents per 60-lb bushel ex-warehouse. †Chicago loose $'s per 100 lbs — Dept. of Ag. prices previous day. Drummed $'s per 10 lbs f.o.b. NY. ‡‡Cents per troy ounce ex-warehouse. b New "B" contract in $'s a short ton for bulk lots of 100 short tons delivered f.o.b. cars Decatur and Illinois. ‡$'s per troy ounce for 50-ounce units of 99.6 per cent. purity delivered NY. **Cents per 60-lb bushel in store. ††Cents per 56-lb bushel ex-warehouse, 5,000 bushel lots. c Cents per 24-lb bushel. § Cents per 48-lb bushel ex-warehouse, 5,000 bushel lots. d Cents per 56-lb bushel, ex-warehouse, 1,000-bushel lots. Φ $'s per troy ounce, 100-oz. lots.

STOCK EXCHANGE REPORT

Gilt edged fall away and equities give further ground

Index down 5.6 at 334.2—"Tubes" weak again

Account Dealing Dates

*First Dealings	Declarations	Last Dealings	Account Day
May 19	May 29	May 30	Jun. 10
Jun. 2	Jun. 12	Jun. 13	Jun. 24
Jun. 16	Jun. 26	Jun. 27	July 8

* "New time" dealings may take place from 9.30 a.m. two business days earlier.

Stock markets remained under pressure yesterday. British Funds took a marked turn for the worse and the recent slide in equities continued. Fresh weakness in sterling unsettled the former which closed with widespread falls ranging to ¾ and the Government Securities index fell 0.73 to 57.60, its biggest one-day fall for over five weeks.

Leading industrials were marked up a few pence or so at the start following the Cabinet reshuffle, but sellers quickly appeared and prices retreated smartly. However, selling soon dried up and thereafter prices generally drifted lower before staging a small technical rally towards the close. The FT 30-share index touched its lowest of the day at 2 p.m. with a fall of 6.6 before ending a net 5.6 off at 334.2 for a loss of 27.8 over the last three trading days. Uncertainty ahead of to-day's publication of the NIESR quarterly economic review was an unsettling factor.

Few sectors escaped the reaction, but company trading statements encouraged the odd bright spot. Falls were in a majority over gains by more than 4-1 in FT-quoted industrials and the FT-Actuaries three main indices all recorded losses of 1.6 per cent. The steady flow of fund raising continued with four companies announcing "rights" issues amounting to £9.8m. yesterday, and there was talk in late trading of an imminent issue from British Oxygen.

The dismal trend in sterling cast its shadow over Gilt-edged, completely outweighing projections of a further fall in U.S. Prime rates. Defensive action by jobbers at the outset failed to deter sellers and although the volume of offerings was not large it produced a fresh reaction which left long-dated issues showing falls to ¾ and shorts with losses to ½. Market talk of a pending gloomy quarterly review from NIESR merely added to the uncertainty. Corporations followed the main funds with falls to a point.

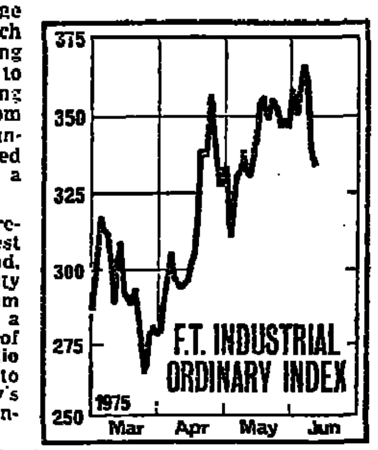
Sterling's late weakness was responsible for a flurry of interest in investment currency and, owing to the current sensitivity of the market, the premium quickly rose to 94 per cent., a net gain of 5¼ points. Ahead of the "rights" issue details, Rio Algom hardened fractionally to £19¼, in Canadians. Yesterday's SE conversion factor was unchanged at 0.5967.

In Recent Equities, Clive Discount became a much quieter market after Tuesday's good debut and came back to 50p before closing a net 2 off at 52p.

Irish Banks sold

Irish banks which attracted quite a considerable amount of "hedge" support in front of the EEC referendum ran back sharply again yesterday as sellers appeared from the start of business. Bank of Ireland were sold down to 415p before closing 30 lower on the day at 420p, which is 100p off last month's 1975 "high." Allied Irish cheapened 5 to 102p, after 96p. After a firm start due to a mark-up by jobbers, the big four Banks later succumbed to further small selling to close easier for choice. Falls were not as large as on Tuesday, but National Westminster gave up 6 more to 250p and Bank of Scotland receded 7 more to 267p. Discounts took a fresh turn for the worse. Alexanders fell 15 to 205p. Union 12 to 303p and Gerrard and National 10 to 275p.

The Merchant banking sector contained a few firm spots with Hambros particularly notable for a gain of 12 to 160p on buying ahead of to-day's preliminary results. Satisfaction with the results helped. Minister Assets harden 2 to 43p.



Insurances again displayed a majority of fresh losses. Hogg Robinson fell 10 to 140p and Alexander Howden 9 to 124p, while Pearl cheapened 7 to 201p.

With the exception of Allied which picked up a penny to 70p, Breweries continued easier on small offerings and lack of support. A similar trend ruled in Distillers with Arthur Bell 6 lower at 100p, Teacher 5 off at 185p and Distillers 2 easier at 134p.

After the recent good speculative advance, A. Gunn dropped 8 to 55p on the terms of the agreed cash and shares bid from Hewden-Stuart which gave up 5 to 55p. Taylor Woodrow, 206p, Tarmac, 128p, and Associated Portland Cement, 141p, all closed 4 cheaper. Armitage Shanks eased 2 to 53p on the profits setback, while Redland, 85p, and Vibroplant, 80p, shed 3 apiece. John Laing "A" were 4 off at 154p as were Newarthill at 63p. Magnet Joinery were again on offer, falling 3 further to 136p for a two-day loss of 17. UBM, ahead of to-day's preliminary statement, shed 3 to 32p. J. B. Holdings finished a shade better at 19p with the help of a favourable Press mention.

After touching 295p, ICI retreated to close 5 easier on the day at 286p. Fisons declined 4 to 400p as did Revertex, to 63p. British Tar Products held at 20p in front of to-day's results, while buyers showed interest in Ealon Plastics, 4 up at 44p, and Hoechst, 13 to the good at 416p.

EMI above worst

Electrical leaders continued to trade quietly. EMI, already down to 170p ahead of news of the third-quarter profits setback, subsequently picked up to 172p for a loss of 8 on the day. GEC closed 3 cheaper at 124p, after 122p. Elsewhere, Petbow Holdings were a bright exception on the profits advance, closing 10 to the good at 112p, after a 1975 peak of 116p. Dale Electric put on 3 to 122p, also a 1975 "high." Press comment on the disappointing results left Chloride down 5 more at 100p, making a two-day loss of 11. Racal Electronics slipped 8 to 250p ahead of results, expected June 24. Decca "A" receded 6 to 198p and Brocks Group 3 to 48p.

Stores closed above the worst following another reasonable turnover. Marks and Spencer were again well to the fore, improving to 240p in active trading before reacting to 228p and closing 6 cheaper on balance at 230p. British Home Stores fell 9 for a two-day loss of 17. "Gussies" "A" ended unchanged at 188p, after 191p. Among secondary issues, a couple of firm spots were provided by Allied Retailers, 4 up at 82p, and Mothercare, 3 better at 175p. Of the losers, Status Discount eased 3 to 26p and Austin Reed "A" 4 to 44p.

Tube Investments, which confirmed reports of a cutback in U.S. cycle production at the same time as stating that it expected total output from this division to recover, tried in vain to rally but after improving to 282p fell back to close a net 16 lower at 260p, a fall of 36 in the past two days. GKN also opened higher at 249p before ending 2 off on balance at 240p, while Hawker shed 6 to 284p and John Brown 3 to 65p, the last-named despite news of the £4.9m. Abu Dhabi contract. After the "rights" issue news and the much better-than-expected second half achievement, Pegler-Hattersley eased only 1 to 134p, after 137p, but APV fell 12 to 208p, while Blackwood Hodge, 135p, and John Brockhouse, 147p, slipped about 5 apiece. Fairey were weak at 54p, down 6, and Shipbuildings were easier, too, Hawthorn Leslie retreated 4 to 48p.

Foods closed little changed following a quiet trade. Spillers were a shade easier at 40½p following the chairman's guarded comments on prospects, while Fitch Lovell, 61p, and Brooke Bond, 37p, shed 2 apiece. Cavenham reacted 4 more to 137p, while similar losses were sustained by Northern Foods, 71p, and Robertson, 78p. Goldrei Foucard, ahead of to-day's preliminary statement, eased 2 to 22p. Rowntree Mackintosh were on offer at 140p, down 8. Kinloch (Provision Merchants) gave up 6 at 124p, but Lockwoods contrasted with a rise of 5 to 59p.

Awaiting to-morrow's interim statement, Grand Metropolitan shed 2 more to 60p, after 59p. Other dull spots included Pontin's, a penny off at 25½p, and CCH Investments, 3 cheaper at 30p.

Johnson Matthey weak

Miscellaneous Industrial leaders were opened on a firmer note, but soon returned to a downward path before attempting to rally towards the close. Reed International sustained a fresh loss of 10 to 245p and Beecham finished another 8 down at 291p, after touching 302p and 287p, while Bowater were finally 7 cheaper at 165p. Pilkington receded 6 more to 181p for a three-day fall of 31 ahead of to-morrow's preliminary results. Glaxo, 427p, after 420p, and Turner and Newall, 117p, recorded declines of 5 apiece, but BOC International, awaiting to-day's interim figures, closed a penny firmer at 57p, after 58p. Elsewhere, Johnson Matthey continued to weaken on the fourth-quarter profits setback and finished 21 lower at 298p for a two-day fall of 34. Unicorn Industries were finally 4 down at 59p on the "rights" offer news, but U.K. Optical improved 5 to 87p in response to the results, "rights" offer and indicated dividend increase. Increased profits left Scotcros 3 firmer at a 1975 peak of 37p, while Whitecroft, with results due June 23, gained 4 at 74p.

Apart from Bluemel Bros., which closed 3 better at 20p on the substantially increased first-half profits, Motors and Distributors tended to lose ground in light trading. After Tuesday's fall of 4, Rolls-Royce shed 2 more to 49p and Dowty were 3 off at 108p.

More pronounced weakness in Newspapers left Thomson 12 down at the day's lowest of 188p, while Associated, 105p, and United, 218p, gave up 7 each. News International declined progressively to close 6 cheaper at 106p. Paper/Printing losses were not to the same extent, although Jefferson Smurfit fell 4 to 95p and Transparent Paper 3 to 42p. News that a receiver had been appointed for a wholly-owned subsidiary saw Oxley Printing react 3 to 9p.

Property leaders closed moderately easier after another slack business. Chown Securities, with interim results due June 27, receded 3 to 13p. Westminster Property ended 4 down at 18p and Law Land 3 off at 78p. In Overseas issues, Hutchison Properties receded 5 to 65p.

Oils down again

Confirmation that the OPEC nations had decided to switch pricing policy from October onwards was noted without causing much surprise in Oils. Once again, a fresh downward trend was more a reflection of the tone elsewhere in the House and Shell, after having opened higher at 314p, lost a net 6 further to 305p. British Petroleum gave up 5 to 503p, after 498p, and Ultramar 4 to 200p, after 196p. Royal Dutch recovered ½ to £26, helped by investment premium influences, while reported investment demand took Berry Wiggins up 3 more to 80p. The "rights" issue announcement made little impression on Century, 1 easier at 45p.

Overseas Traders were inclined to ease further, but firm exceptions were provided by Sime Darby, up 5 at 93p, and Paterson Zochonis, 10 better at 390p. Harrisons and Crosfield, 850p, receded 50 for a two-day loss of 125 on the half-year results. Ocean Wilsons followed Tuesday's decline of 4 on the annual figures with a fresh loss of 2 at 98p. S. and W. Berisford, 150p, and S. Hoffnung, 87p, both ended 4 lower.

Trusts and Financials continued to be sold and closed distinctly dull. British Isle and General fell 15 to 360p and Stockholders declined 10 to 293p as did Altifund Capital to 147p. Dalgety receded 8 to 213p. Lubok Investments gave up 1½ to 35½p, with the 12 per cent. Convertible down 7 points at £160.

A little more interest was shown in Shippings but the trend remained dull. British and Commonwealth lost 7 more to 166p and Furness Withy 3 to 214p. P & O Deferred held relatively steady at 97½p, down ½.

A late rallying movement helped Courtaulds close a net penny dearer at 127p, after 124p, in quietly mixed Textiles. After the previous day's fall of 10, Youghal Carpets receded 3 more to 69p. "Snia-Viscosa," on the other hand, firmed 6 to 194p.

Tobaccos retreated further with Imps a fresh 2 down at 58p and Bats 4 off at 316p. Late publication of the interim figures left Tobacco Securities Trust Deferred 13 easier at 900p.

South Africans turned easier, Abercom Investments falling 8 to 285p, with Greatermans 'A' and O.K. Bazaars 'A' losing 15 apiece at 370p and 820p respectively.

Following the good results, Peacock Sasini featured Plantations with a rise of 3 to 30p, after 32p. Guthrie hardened 2 to 227p ahead of to-day's preliminary figures.

Big buyer of "Pots"

It was a quiet day in the Mining share market. The only sector in which there was any movement of note was Platinums where a large buying order stemming from the Cape added 9 to Potgietersrust at 225p.

Gold shares again edged higher helped by a rally in the investment dollar premium which offset the effects of a small decline in the bullion price. The Gold Mines index added 3.8 at 378.7 while the metal ended $1 lower at $164¼ per ounce.

"Sallies" put on 20 at 630p on consideration of the latest drill value obtained in the Witbok area. Libanon were ½ higher at £13¼ following the higher than generally expected final dividend. West Rand Consolidated, however, gave up 35 at 335p.

Financials were mixed. Cape demand put Anglo American 5 better at 475p but reflecting the further fall in the U.K. Industrial market Charter were 4 off at 180p. A drying-up of the recent London buying left "Tanks" 4 easier at 212p.

Reflecting home markets overnight Australian issues showed a majority of losses ranging to 10 in Pancontinental (335p) and Poseidon (430p). Acmex, however, rallied 3 to 18p. Coppers eased where changed, Palabora losing 20 to 920p.

In a little-tested Tin section, Ex-Lands hardened 1 to a year's high of 18p following the increased profits and dividend. Elsewhere, Murchison fell to 650p following the lower interim dividend before Cape demand caused a recovery to 660p, still 20 down on balance.

FINANCIAL TIMES STOCK INDICES

—	June 11	June 10	June 9	June 6	June 5	June 4	A year ago
Government Secs.	57.60	58.33	58.35	58.72	58.61	58.26	58.38
Fixed Interest	58.01	58.17	58.14	58.51	58.55	58.16	57.98
Industrial Ordinary	334.2	339.8	352.3	362.0	365.3	359.0	270.8
Gold Mines	378.7	374.9	371.6	389.0	392.9	414.4	311.2
Ord. Div. Yld. %	5.94	5.83	5.64	5.49	5.43	5.53	7.13
Earnings Yld. % (full) (a)	17.80	17.45	16.88	16.44	16.57	16.89	18.35
P/E Ratio (net) (b)	8.02	8.18	8.46	8.68	8.55	8.39	7.72
Dealings marked	6,729	6,833	8,638	7,553	7,717	7,539	15,078
Equity turnover £m.	—	74.37	65.09	107.41	94.51	76.87	83.21
Equity bargains total	—	19,136	20,757	26,603	23,166	21,867	9,676

10 a.m. 340.2. 11 a.m. 337.8. Noon 337.2. 1 p.m. 334.9.
2 p.m. 333.2. 3 p.m. 334.7.

Latest Index 01-246 8026. † Excluding regional exchanges.
(a. Based on 52 per cent. corporation tax. (b) Nil=7.97.
Basis 100. Govt. Secs. 15/10/26. Fixed Int. 1928. Ind. Ord. 1/7/35. Gold Mines 12/9/55. S.E. Activity July-Dec. 1942.

HIGHS AND LOWS

—	1975 High	1975 Low	Since Compilation High	Since Compilation Low
Govt. Secs.	62.34 (20/5)	49.18 (3/1)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	62.51 (21/3)	50.53 (3/1)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	365.3 (5/6)	146.0 (6/1)	543.6 (19/5/72)	49.4 (26/6/40)
Gold Mines	442.3 (22/5)	280.2 (2/1)	442.3 (22/5/75)	43.5 (26/10/71)

S.E. ACTIVITY

—	June 11	June 10
Daily—		
Gilt-Edged	142.5	180.7
Industrials	229.1	227.2
Speculative	53.9	63.4
Totals	153.2	153.5
5-day Av'ge		
Gilt-Edged	146.6	144.9
Industrials	256.7	261.1
Speculative	65.8	67.7
Totals	170.5	174.2

F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of The Financial Times, The Institute of Actuaries and The Faculty of Actuaries

	EQUITY GROUPS GROUPS & SUB-SECTIONS Figures in parentheses show number of stocks per section.	Wednesday, June 11, 1975 Index No.	Day's Change %	Est. Earnings Yield % (Max.) (Corp. Tax 52%)	Gross Div. Yield % (ACT at 35%)	Est. P/E Ratio (net) (Corp. Tax 52%)	Est. P/E Ratio (nil) (Corp. Tax 52%)	Tuesday June 10 Index No.	Monday June 9 Index No.	Friday June 6 Index No.	Thurs. June 5 Index No.	Year ago (approx.) Index No.	Highs and Lows Index 1975 High	1975 Low	Since Compilation High	Since Compilation Low
1	CAPITAL GOODS (181)	121.28	−2.0	19.72	6.56	7.50	7.50	125.79	127.01	131.26	129.84	102.48	131.26 (6/6)	51.78 (6/1)	206.37 (4/5/72)	50.71 (13/12/74)
2	Building Materials (30)	101.24	−2.6	21.86	7.69	6.99	6.99	103.96	107.53	112.53	111.84	102.65	117.40 (22/4)	45.11 (6/1)	233.84 (2/6/72)	44.27 (11/12/74)
3	Contracting, Construction (23)	227.81	−1.1	17.05	3.91	8.78	8.78	230.43	234.20	241.73	237.53	168.46	251.61 (23/4)	74.74 (6/1)	389.35 (19/5/72)	71.48 (12/12/74)
4	Electricals (16)	216.38	−1.9	17.40	5.46	8.29	8.27	220.62	226.25	234.64	231.88	192.98	234.64 (6/6)	98.49 (2/1)	350.04 (4/5/72)	84.71 (25/6/66)
5	Engineering (Heavy) (13)	144.12	−1.9	23.95	7.50	6.29	6.29	146.88	151.75	154.06	153.11	108.91	159.79 (22/4)	64.39 (2/1)	202.57 (8/6/73)	64.39 (2/1/75)
6	Engineering (General) (65)	108.40	−2.0	20.24	7.37	7.24	7.24	110.61	115.49	117.40	115.71	83.65	117.40 (6/6)	45.43 (6/1)	168.59 (4/5/72)	45.43 (6/1/75)
7	Machine and Other Tools (11)	42.42	−2.2	13.57	8.05	13.63	13.63	43.39	43.42	43.56	43.87	35.54	48.98 (20/5)	20.11 (2/1)	136.70 (4/7/66)	19.96 (13/12/74)
8	Miscellaneous (23)	115.24	−2.3	21.82	6.74	6.69	6.62	117.91	120.50	121.76	121.18	93.18	121.76 (6/6)	49.65 (6/1)	177.41 (27/4/72)	49.65 (6/1/75)
9	CONSUMER GOODS (DURABLE) (59)	87.60	−0.9	20.55	6.99	7.19	7.17	88.59	90.44	93.15	92.05	89.33	93.15 (6/6)	38.59 (6/1)	227.78 (21/5/72)	38.59 (6/1/75)
10	Electronics, Radio TV etc. (15)	99.63	−0.6	20.45	5.15	7.08	7.07	100.28	102.76	106.34	105.91	106.72	106.34 (6/6)	44.28 (6/1)	257.41 (19/5/72)	42.85 (13/12/74)
11	Household Goods (15)	137.17	−0.9	30.77	7.74	4.69	4.69	138.45	141.29	144.86	143.88	144.24	145.90 (23/4)	64.53 (6/1)	263.22 (4/5/72)	63.92 (17/12/74)
12	Motors and Distributors (29)	47.99	−1.2	16.25	9.28	9.61	9.54	48.59	49.67	50.91	49.63	44.52	50.91 (6/6)	19.91 (6/1)	170.59 (15/1/69)	19.91 (6/1/75)
13	CONSUMER GOODS (NON-DURABLE) (164)	136.55	−1.5	14.74	6.97	9.68	9.63	138.65	141.55	146.45	145.68	108.08	146.45 (6/6)	61.98 (6/1)	226.08 (16/3/72)	61.41 (13/12/74)
14	Breweries (16)	153.29	−1.5	13.02	6.45	11.48	11.48	155.57	156.66	163.83	159.07	125.09	163.83 (6/6)	75.58 (6/1)	281.87 (22/11/72)	69.47 (13/12/74)
15	Wines and Spirits (8)	158.10	−2.2	14.32	6.93	10.29	10.29	161.71	167.23	176.43	172.70	139.30	176.43 (6/6)	80.42 (6/1)	267.40 (13/7/72)	78.98 (13/12/74)
16	Entertainment, Catering (16)	144.02	−3.3	14.96	7.80	9.84	9.84	148.98	152.67	158.26	157.71	121.52	159.44 (27/5)	55.28 (6/1)	329.99 (12/12/72)	54.83 (9/1/75)
17	Food Manufacturing (22)	145.82	−1.1	14.29	5.38	9.58	9.53	147.47	151.37	156.57	155.61	108.89	156.57 (6/6)	62.03 (2/1)	211.65 (14/11/74)	59.67 (11/12/74)
18	Food Retailing (16)	136.57	−2.3	11.45	4.58	12.89	12.89	139.79	145.09	148.65	148.65	99.56	149.17 (4/6)	57.15 (2/1)	255.08 (15/2/72)	54.25 (11/12/74)
19	Newspapers, Publishing (15)	142.42	−3.3	16.78	6.71	8.98	8.98	147.24	151.68	152.14	151.59	138.35	152.14 (6/6)	55.08 (6/1)	260.29 (16/1/72)	55.08 (6/1/75)
20	Packaging and Paper (13)	97.89	−0.9	24.64	6.98	5.99	5.99	98.78	101.86	105.21	104.76	76.09	107.12 (20/5)	43.46 (6/1)	135.69 (28/4/72)	43.46 (6/1/75)
21	Stores (30)	123.96	−0.8	11.13	5.23	13.45	13.45	125.02	127.44	132.12	131.87	87.00	132.94 (20/5)	52.63 (6/1)	204.39 (16/8/72)	52.63 (6/1/75)
22	Textiles (19)	135.35	+0.8	23.83	6.59	4.62	4.48	134.22	138.61	143.34	142.80	115.78	145.07 (27/5)	62.91 (6/1)	253.72 (17/9/68)	62.66 (11/12/74)
23	Tobacco (3)	183.98	−2.9	18.00	7.24	8.26	8.26	189.43	191.42	194.44	196.69	177.00	199.16 (10/3)	109.92 (6/1)	359.16 (2/8/72)	94.34 (13/6/62)
24	Toys and Games (6)	42.03	−2.4	30.05	7.34	4.65	4.65	43.05	43.93	44.08	43.56	39.94	44.08 (6/6)	20.92 (6/1)	135.72 (16/1/70)	20.92 (6/1/75)
	OTHER GROUPS (92)															
25	Chemicals (25)	178.98	−1.2	19.88	5.02	7.17	7.17	181.13	185.23	189.17	188.51	135.13	189.17 (6/6)	73.14 (6/1)	201.92 (21/1/69)	71.20 (11/12/74)
26	Office Equipment (10)	89.80	−3.1	15.90	5.91	8.46	8.46	92.63	94.01	97.12	96.79	112.35	104.78 (17/4)	45.34 (2/1)	246.06 (1/8/72)	45.34 (2/1/75)
27	Shipping (11)	351.07	−1.5	22.78	6.85	5.61	5.42	356.45	359.33	371.61	367.81	359.96	401.84 (10/3)	194.38 (6/1)	517.00 (6/12/72)	90.80 (29/6/62)
28	Miscellaneous (46)	141.93	−1.6	18.59	6.66	7.77	7.77	144.19	148.44	153.58	152.46	121.58	153.58 (6/6)	60.39 (6/1)	238.83 (2/5/72)	60.39 (6/1/75)
29	INDUSTRIAL GROUP (496)	133.71	−1.6	17.35	6.10	8.28	8.26	135.88	138.96	143.43	142.46	111.14	143.43 (6/6)	59.19 (6/1)	220.17 (1/5/72)	59.01 (13/12/74)
30	OILS (4)	277.15	−1.4	26.55	5.47	4.04	3.77	281.15	290.81	294.57	294.24	211.51	296.47 (4/6)	135.85 (2/1)	451.66 (29/5/69)	87.23 (29/5/62)
31	500 SHARE INDEX	145.76	−1.6	18.71	6.01	7.17	7.02	148.08	151.69	156.14	155.21	119.69	156.14 (6/6)	63.49 (6/1)	227.93 (16/2/72)	63.49 (13/12/74)
32	FINANCIAL GROUP (100)	136.59	−1.5	—	5.31	—	—	138.68	141.31	145.58	144.69	109.35	148.45 (20/5)	66.50 (6/1)	241.41 (11/4/72)	65.88 (13/12/74)
33	Banks (6)	162.92	−1.0	22.71	4.84	6.55	6.55	164.52	171.60	175.64	177.11	129.77	177.11 (5/6)	62.56 (2/1)	288.52 (20/7/72)	62.44 (12/12/74)
34	Discount Houses (9)	149.19	−3.0	—	8.05	—	—	153.86	157.22	159.25	157.62	135.85	169.27 (7/5)	84.13 (6/1)	293.13 (3/5/72)	81.40 (10/12/74)
35	Hire Purchase (5)	87.87	−1.6	28.40	10.43	4.68	4.29	89.31	96.53	99.47	100.91	204.76	134.39 (10/3)	42.81 (6/1)	433.72 (4/5/72)	38.83 (11/12/74)
36	Insurance (Life) (9)	110.41	−2.5	—	6.18	—	—	113.19	114.26	119.23	118.15	92.56	127.97 (25/4)	44.88 (2/1)	194.46 (15/5/72)	44.88 (2/1/75)
37	Insurance (Composite) (7)	111.25	−1.6	—	6.92	—	—	113.02	114.19	118.93	117.12	72.05	123.90 (20/5)	44.47 (2/1)	155.76 (21/4/72)	43.96 (13/12/74)
38	Insurance (Brokers) (8)	198.28	−2.7	10.12	4.42	14.65	14.65	203.80	204.13	209.64	210.14	141.95	211.50 (29/5)	68.96 (7/1)	262.57 (11/12/73)	65.86 (16/12/74)
39	Merchant Banks (19)	86.15	−1.5	—	7.27	—	—	87.45	89.11	91.06	89.81	98.19	94.97 (7/3)	31.21 (7/1)	278.57 (1/5/72)	31.21 (7/1/75)
40	Property (32)	185.66	−1.4	4.81	3.37	32.69	31.66	188.26	187.93	190.68	189.45	143.07	241.22 (22/4)	68.19 (7/1)	367.40 (9/11/73)	56.01 (20/4/65)
41	Miscellaneous (5)	72.81	−0.6	13.70	8.92	10.63	10.51	73.22	75.18	75.68	74.82	93.57	75.78 (25/4)	34.78 (10/1)	303.15 (19/5/72)	33.29 (17/12/74)
42	Investment Trusts (50)	168.06	−3.0	3.01	4.14	33.24	33.24	171.41	174.55	176.53	177.29	121.12	178.53 (6/6)	74.46 (6/1)	245.79 (25/4/72)	71.64 (13/12/74)
43	ALL-SHARE INDEX (650)	144.10	−1.6	—	5.75	—	—	146.42	149.77	154.09	153.20	116.78	154.09 (6/6)	62.16 (6/1)	228.18 (1/5/72)	61.92 (13/12/74)
	COMMODITY GROUPS *(Not included in 500 or All-Share indices)*															
44	Rubbers (10)	468.39	+0.5	11.08	7.01	10.69	10.23	466.95	472.67	486.23	495.66	377.37	525.43 (25/5)	281.66 (2/1)	555.37 (25/7/73)	84.68 (25/8/65)
45	Teas (10)	96.56	+0.2	19.94	10.01	6.38	5.90	96.39	96.13	96.13	95.40	104.44	96.56 (11/6)	76.76 (10/1)	121.47 (1/5/72)	69.72 (17/10/74)
46	Coppers (3)	393.56	+1.2	49.90	19.19	2.00	2.00	388.99	400.56	411.09	415.65	398.27	467.74 (27/5)	374.38 (22/1)	567.78 (18/7/73)	94.08 (29/4/62)
47	Mining Finance (11)	131.76	−0.3	9.25	4.01	11.78	11.76	132.15	132.86	134.94	136.85	96.65	141.54 (30/5)	80.58 (22/1)	175.90 (22/4/63)	66.31 (30/9/74)
48	Tins (8)	104.99	−0.1	9.71	7.90	13.26	11.39	105.08	106.65	110.92	111.37	92.11	114.49 (3/6)	58.91 (8/1)	125.43 (12/1/75)	54.83 (27/5/71)
49	Overseas Traders (13)	220.23	−2.6	15.91	4.10	7.97	7.97	226.10	232.53	237.81	238.68	—	252.23 (20/5)	97.37 (6/1)	252.23 (20/5/75)	97.37 (6/1/75)

	FIXED INTEREST	Wed., June 11 Index No.	Yield %	Tuesday June 10	Monday June 9	Friday June 6	Thurs. June 5	Wed. June 4	Tuesday June 3	Monday June 2	Year ago (approx.)	1975 High	1975 Low	Since Compilation High	Since Compilation Low
1	Consols 2½% yield	—	14.89	14.67	14.66	14.54	14.53	14.63	14.62	14.73	14.26	—	—	—	—
2	20-yr. Govt. Stocks (6)	46.65	‡13.86	47.45	47.52	47.80	47.63	47.48	47.50	47.30	50.95	53.09 (20/5)	38.27 (3/1)	115.42 (11/9/63)	38.27 (3/1/75)
3	20-yr. Red. Deb. & Loans (15)	46.11	‡15.95	46.24	46.24	46.23	46.16	46.13	46.13	46.14	48.59	50.68 (21/3)	37.01 (7/1)	113.43 (25/10/63)	37.01 (3/1/75)
4	Investment Trusts Prefs. (15)	42.29	16.57	42.29	42.24	42.19	42.47	42.51	42.66	42.66	45.53	46.57 (25/3)	35.35 (3/1)	114.41 (15/9/63)	34.45 (4/12/74)
5	Coml. and Indl. Prefs. (20)	59.36	15.87	59.34	59.37	59.29	59.17	59.06	59.01	58.93	59.29	66.98 (20/5)	48.35 (3/1)	114.95 (7/10/63)	47.67 (6/1/75)

Section or Group	Base Date	Base Value
Overseas Traders	31/12/74	100.00
Engineering (Heavy)	31/12/71	153.84
Engineering (General)	31/12/71	153.84
Wines and Spirits	16/1/70	144.76
Toys and Games	16/1/70	135.72
Office Equipment	16/1/70	162.74
Industrial Group	31/12/70	128.20
Miscellaneous Financial	31/12/70	120.86
Food Manufacturing	29/12/67	114.13
Food Retailing	29/12/67	114.13
Insurance Brokers	29/12/67	96.67
Mining Finance	29/12/67	100.00
All Other	10/4/62	100.00

‡ Redemption yield. FT-Actuaries Indices are calculated by Extel Communications Limited (a member of the Exchange Telegraph Group) on an IBM 370 computer.

A list of the constituents of the FT-Actuaries Share Indices is now available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 13p. By inland post 16p. Commonwealth 18p. Foreign 22p.

CONSTITUENT CHANGE: Cussons Group has been replaced by Macarthys Pharmaceuticals (Chemicals).

ACTIVE STOCKS

Stock	Denomination	No. of marks	Closing price (p)	Change on day	1975 high	1975 low
ICI	£1	23	286	− 5	302	118
Prudential "New"	Nil/pd.	13	18*	− 6	28*	14*
BATS	25p	12	316	− 4	338	164
Shell Transport	25p	12	305	− 6	343	118
Beecham	25p	11	291	− 8	310	116
Boots	25p	11	245	− 5	276	91
Bowater	£1	11	165	− 7	185	50
Barclays Bank	£1	10	305	− 1	325	112
EMI	50p	10	172	− 8	200	62
Tube Investments	£1	10	260	−16	312	121
Courtaulds	25p	9	127	+ 1	140	53
Distillers	50p	9	134	− 2	149	65½
GEC	25p	9	124	− 3	133	51
Glaxo	50p	9	427	− 5	472	198
Lonrho	25p	9	144	− 1	159	68

The above list of active stocks is based on the number of bargains recorded yesterday in the Official list and under Rule 163(1) (e).
* Premium.

Option Report—3-month Call rates

OPTION DEALING DATES

First Dealings	Last Dealings	Last Declaration	For Settlement
Jun. 10	Jun. 23	Sept. 4	Sept. 16
Jun. 24	July 7	Sept. 18	Sept. 30
July 8	July 21	Oct. 2	Oct. 14

"Calls" were transacted in Lonrho, Cavenham warrants, Town and City and Huntleigh Group. "Puts" were done in Vickers and Reed Internatonal, and "doubles" were arranged in Lonrho, Cavenham warrants, Reed International and House of Fraser.

Industrials		Grand Met	9	Slater Walker	15		
		G.U.S. 'A'	20	Spillers	7	Mines	
A. P. Cement	20	Guardian	20	Tesco	6	Anglo Amer.	50
Assoc Leisure	5	G.K.N	28	Thorn 'A'	20	Broken Hill Pty	75
Barclays Bank	55	Hawker Sidd.	35	Tube Invest.	30	Charter Cons.	22
Beecham	28	House of Fraser	10	Unilever	40	Chart'rh'll Fin.	8
Boots Drug	24	Hudson (Wilms	5	Utd. Drapery	12	Cons Gold	25
Bowaters	20	I.C.I.	24	Vickers	16	De Beers Def.	25
B.A.T.	55	"Imps"	7	Woolworths	6	F. S. Geduld	550
British Leyland	1¼	I.C.L.	7			Great Boulder	12
British Oxygen	6	Inveresk	10	Property		Hampton Areas	15
Burton 'A'	9	Legal & General	17	Cap. Counties	7	Hampton Prop	4
Cadburys	6	Lloyds Bank	30	E.P.	11	Kloof	140
Courtaulds	14	"Lofs"	7	Int. Europe	7	Lonrho	19
Debenhams	11	"Mams"	9	Land Securities	22	Loraine	55
Distillers	15	Marks & Sp'ncer	25	Peachey	7	Metals Explor.	8
Dunlop	6	Midland Bank	32	Town & City	6	Poseidon	55
Eagle Star	16	Nat'l West Bank	30	Town & Comm.	7	Pres. Steyn	275
E.M.I.	20	P & O Dfd.	16			Rio T. Zinc	20
First National	5	Plessey	10	Oils		Welkom	55
G.R.A. Trust	7	R.H.M.	7	Brit. Petroleum	45	West Areas	75
Gen. Accident	16	Rank Org. 'A'	25	Burmah Oil	6	Western M'ng.	15
Gen. Electric	14	Reed Int'l	28	Shell	30	Zambia Copp	10
Glaxo	40			Ultramar	21		

NEW "HIGHS" AND "LOWS" FOR 1975

The following securities (numbers in parentheses) among those quoted in the Share Information Service yesterday attained new "highs" and "lows" for 1975.

NEW HIGHS (20)

BRITISH FUNDS (1)
Savings 3pc '65-75
COM'WEALTH & AFRICAN LOANS (3)
J'maica 7pc '75-78
Tang'ka 5½pc '78-82
Kenya 5pc 1978-82
FOREIGN BONDS (3)
Greek 7pc As.
Greek 6pc 1928
Do. 4pc Mxd. Ass.
Stab. Ass.
Creilon
Petbow Hldg.
Dale Electrical
FOODS (1)
Lockwoods
ELECTRICALS (3)
Incledon Lamberts
Scotcros
Lloyds Ind.
Silentbloc
Robinson (G. A.)
U.K. Optical
INDUSTRIALS (6)
RUBBERS (1)
Grand Central
TEAS (1)
Peacock Sasini
MINES (1)
Ex Lands

NEW LOWS (2)

FOODS (1)
British Vending
OILS (1)
Burmah 8½pc Ln. 1991-96

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	1	50	3
Corpns. Dom. and Foreign Bonds	8	27	36
Industrials	149	612	990
Financial and Prop.	34	299	281
Oils	4	15	13
Plantation	5	7	36
Mines	46	29	76
Recent Issues	4	29	21
Totals	251	1,068	1,456

Jersey issuing sea-bird stamps

FOUR OF over 50 species of sea-bird found in Jersey will be featured on a set of commemorative stamps issued by the island's Post Office on July 28.

The 4p stamp will show a common tern, the 5p a storm petrel, the 8p a brent goose and the 25p a shag.

Each of the stamps, to be printed by Helio Courvoisier of Switzerland, have been designed by Jennifer Toombs of the U.K.

BASE LENDING RATES

AFI International	9½%
Allied Irish Banks Ltd.	9½%
Anglo-Portuguese Bank	10 %
Henry Ansbacher	10½%
Banco de Bilbao	9½%
Banco de Jerez	10½%
Bank of Cyprus	10 %
Banque du Rhone S.A.	10 %
Barclays Bank	9½%
Barnett Christie Ltd.	11 %
Bremar Holdings Ltd.	10½%
Brit. Bank of Mid. East	9½%
■ Brown Shipley	10½%
Cayzer, Bowater Co. Ltd.	10½%
Cedar Holdings	11 %
■ Charterhouse Japhet	10½%
C. E. Coates	10½%
Consolidated Credits	12 %
Continental Trade Bk.	9½%
Co-operative Bank	*9½%
Copleys Bank	11½%
Corinthian Securities	9½%
Credit Lyonnais	9½%
G. R. Dawes	10½%
Duboff Brothers	11½%
Duncan Lawrie	10½%
English Transcont	11½%
First London Secs.	9½%
■ Antony Gibbs	10 %
Goode Durrant Trust	10 %
Greyhound Guaranty	9½%
Grindlays Bank	10 %
■ Guinness Mahon	10½%
■ Hambros Bank	9½%
Hawtin & Partners	13 %
■ Hill Samuel	§10 %
C. Hoare & Co.	†9½%
Julian S. Hodge	10½%
Industrial Bank of Scot.	9½%
Jacobs, Kroll	11½%
Keyser Ullmann	10½%
Kinghurst Securities	12 %
Lloyds Bank	9½%
London & European	11½%
London Mercantile	11½%
Midland Bank	9½%
■ Samuel Montagu	9½%
■ Morgan Grenfell	9½%
Morris Wigram Ltd.	10½%
National Westminster	9½%
Northern Comm. Trust	11½%
Norwich General Trust	10 %
Portman Guaranty	11 %
P. S. Refson & Co.	9½%
Rossminster Accept'cs.	9½%
Royal Trust of Canada	10½%
E. S. Schwab	11½%
Security Trust Co. Ltd.	11 %
Shenley Trust	11½%
Standard & Chartered	9½%
Sterling Credit	12 %
Stewart Salmon & Co.	9½%
Thames Guaranty	12 %
Trade Development Bk.	9½%
Twentieth Century Bk.	11½%
United Bank of Kuwait	9½%
Wallace Brothers Bank	10½%
Whiteaway Laidlaw	10 %
Williams and Glyn's	9½%
Yorkshire Bank	9½%

■ Members of the Accepting Houses Committee.
* 7-day deposits 6½%, 1-month deposits 6¾%.
† 7-day deposits on sums of £10,000 and under 6½%, up to £25,000 6¾% and over £25,000 7½%.
‡ Deposit Base Rate 9½%.
§ Demand deposit 7½%.

MONEY MARKET

Free credit supply

Bank of England Minimum Lending Rate 10%
(Since May 2, 1975)

Day-to-day credit was again in free supply in the London money market yesterday, and although the authorities sold a large amount of Treasury bills, to banks and Discount houses, in order to absorb surplus funds, it seemed that banks once more carried on a surplus. Banks had, as expected carried over a surplus from Tuesday, Government disbursements were greater than revenue transfers to the Exchequer, and there was a fall in the note circulation, but the market faced, on the other hand, a net take-up of Treasury bills, and the authorities held maturing local authority and bank bills.

Discount Houses bid 8-8¼% commonly for secured call loans in the early stages, but found late balances at 5-6%. In the interbank market, overnight loans were in a range of about 5-9%.

Short-term fixed-period interest rates tended to strengthen, in spite of the free supply of day-to-day credit, with the unsettled market view of the broad economic and sterling outlooks having an effect. The one-month sterling certificate yield was unchanged, at 9½-9⅜%, but the three-month rose to 9⅞-9¾%, from 9¾-9⅝%, and the one-year to 11-10¾%, from 10¾-10⅝%.

Rates in the table below are nominal in some cases.

June 11 1975	Sterling Certificates of deposits	Inter-bank	Local Authority deposit*	Local Auth. negotiable bonds	Finance house deposit	Company deposits	Discount market deposits	Treasury bills Φ	Bank bills Φ	Fine trade bills Φ
Overnight	—	5-9	—	—	—	8½-9¼	5-8½	—	—	—
2 days notice	—	—	8½-9	—	—	—	—	—	—	—
†7 days or 7 days notice	—	8¾-9¼	9-9¼	—	—	—	—	—	—	—
One month	9½-9⅜	9⅜-9⅝	9¼-9⅝	10-9⅜	9¼-9⅛	—	8½-9	—	—	—
Two months	9 11/16-9⅝	9⅝-9⅞	—	10-9⅝	9⅞-10½	—	9	9¼-9 3/16	9 1/16-9½	9¾-11
Three months	9⅞-9¾	9¾-10	9¾	10-9⅝	10¼-10⅞	—	9¼	9 3/16-9⅜	9 5/16-9⅝	10⅛-11
Six months	10 1/16-10	10-10⅛	10	10-9⅝	10¼-11	—	9⅜-9½	9⅜-9 7/16	9⅝-9 11/16	10⅜-11
Nine months	10⅝-10 7/16	10⅛-10⅝	—	11¼-10¾	—	—	—	—	10-10⅛	10½-11¼
One year	11-10¾	10 9/16-11	11¾-11⅞	11½-11	—	—	—	—	—	—
Two years	12¼-11½	11½-12¼	13-13¼	—	—	—	—	—	—	—

† Local Authority and finance houses seven days' notice: others seven days' fixed. * Long-term local authority mortgage rate nominally three years 13½-14 per cent.; four years 14¼ per cent.; five years 14½ per cent. Φ Bank bill rates in table are buying rates for prime paper: buying rates for four-month bank bills 9¾-9⅞ per cent.; and four-month trade bills 10¾-11 per cent. Approximate selling rates for one-month Treasury bills 9¼-9 3/16 per cent.; two-month 9 5/16-9¼ per cent.; three-month 9¼-9 9/16 per cent. Approximate selling rates for one-month bank bills 9 5/16-9⅜ per cent.; for two-month 9 7/16-9½ per cent.; and three-month 9½-9 9/16 per cent.; for one-month trade bills 9¾-10½ per cent.; two-month 9¾-10½ per cent.; and three-month 9¾-10½ per cent.

‡ Rate for June 9 should have read 10 13/16-10⅝ per cent.; notas previously shown.

Finance House Base Rate (published by the Finance Houses Association): 10½ per cent. from May 1. Clearing Bank Deposit Rates for small sums at seven days' notice: 6½ per cent. Clearing Bank Base Rates for lending: 9½ per cent. Treasury Bills: Average tender rate of discount 9.3998 per cent.

I.G. INDEX
GOLD 164-167

CORAL INDEX
Close 330-335

INSURANCE BASE RATES

† Atlantic Assurance	11½%
Cannon Assurance	9 %

† Address shown under Insurance and Property Bond table.

AUTHORISED UNIT TRUSTS

(a)(g) Abacus Arbuthnot Ltd.♥				
58, Fountain St., M/C 061-236 9775-8				
Giants	31.7	33.5	−0.5	4.30
ΦGiants Accum	33.2	35.0	−0.5	4.30
Growth Units	28.3	30.1	−0.7	4.30
ΦGrowth Accum	29.7	31.5	−0.7	4.30
Income Units	29.4	31.6	−0.2	8.20
ΦIncome Acc. Uts	32.4	34.6	−0.2	8.20
ΦEast. & Intl. Acc	20.0	21.0	......	2.70
(a)(g) Abbey Unit Tst. Mgrs. Ltd.♥				
72-80, Gatehouse Rd., Aylesbury. 0296 5941				
Abbey Capital	20.7	22.0	−0.3	4.23
Abbey Income	23.1	24.1	−0.2	5.83
Abbey Inv. Tst. Fd.	25.3	26.9	−0.3	3.79
Abbey Gen. Tst	32.2	34.3	−0.5	4.10
(a)(g) Allied Hambro Group♥				
Hambro Hse., Hutton, Brentwood, Essex 01-588 2851 or Billericay (02774) 53189				
Allied 1st	48.3	51.6	−0.8	5.38
Brit. Ind. 2nd	45.9	49.1xd	−0.6	6.06
Growth & Inc. Tst.	26.4	28.2	−0.5	5.59
Elect. & Ind. Dev.	22.1	23.7	−0.3	5.98
Met. Min. & C'dty	36.8	39.8	−0.6	5.31
Allied Capital Tst.	49.3	52.7	−1.0	5.58
High Income	42.7	45.7	−0.6	6.57
Equity Income	25.6	27.4	−0.4	6.90
International	22.2	23.8	−0.2	2.18
High Yield Fund	37.7	40.3	−0.4	9.92
H. Fund	73.6	78.7xd	1.3	5.65
H. Income Fund	36.0	38.5	−0.4	7.10
H. Recovery	76.1	81.3	−1.5	7.20
H. Smaller Co's	15.8	16.9	0.2	6.83
2nd Smaller Co's	19.9	21.3	0.2	7.53
H. Accum. Fund	19.6	21.0	−0.3	4.82
Secs. of America	40.6	43.4xd	0.3	3.11
H. Exempt. June 3	126.2	134.6	......	6.01
(a)(e) Archway Unit Tst. Mgs. Ltd.♥				
84, St. Mary Axe, EC3. 01-283 4741				
Archway Cap Fund	92.6	98.5	......	4.18
Archway Inc Fd	131.6	140.0	......	5.94
*Prices at May 21. Next sub day June 18.				
(a)(g) Barclays Unicorn Ltd.♥				
Unicorn Hse., 252 Romford Rd., E7. 01-534 5521 58, Castle St., Edinburgh, EH2. 031-226 6013				
Unicorn America	28.3	30.3xd	−0.1	2.60
Do. Aust. Acc.	56.8	61.4	−0.4	3.67
Do. Aust. Inc.	47.4	51.2	−0.3	3.67
Do. Capital	52.4	56.0	−1.1	4.26
Do. Exempt Tst.	60.9	63.4xd	−1.0	6.42
Do. Extra Income	18.7	19.9	−0.3	9.06
Do. Financial	47.9	51.2xd	−2.0	4.85
Do. 500	44.6	47.7	−0.7	6.58
Do. General	22.8	24.4	−0.4	5.97
Do. Growth Acc.	27.8	29.7	−0.7	4.27
Do. Income Tst.	52.8	56.2	−0.9	7.04
*Do. Prf. A'ns. Tst.	79.3	82.2	......	6.36
Do. Recovery	23.7	25.4	−0.6	5.24
Do. Trustee Fund	80.6	85.7	−1.6	5.30
Do. W'ldwide Tst.	44.2	47.3	−0.6	2.92
*Prices at May 29. Next sub. day June 6.				
*B'ist. Inv. Fd. Inc.	140.0	146.3xd	......	5.59
*Do. Accum.	143.0	147.4	......	5.59
Prices at June 6. Next sub. day June 13.				
(a)(x) Baring Brothers & Co. Ltd.♥				
88, Leadenhall St. EC3 01-588 2830				
Stratton Tst.	142.6	148.6	−2.4	5.21
Do. Accum.	162.8	169.4	−2.8	5.21
Next sub. day June 25.				
Bishopsgate Progressive Mgmt. Co.♥				
9, Bishopsgate, EC2. 01-588 6280				
B'gate Pro* June 10	112.3	119.6xd	......	2.79
Ac'm Uts. *June 10	124.6	132.7	......	2.79
B'gate Int. †June 3	104.3	111.1	......	1.92
Acm. Uts. †June 3	108.9	116.0	......	1.90
Next sub. day *June 24. †June 17				
Brandts Ltd.♥				
36, Fenchurch St. EC3. 01-626 6599				
Brandts Cap.	113.0	120.0	......	1.93
Do. Accum.	123.8	130.0	......	1.74
ΦBrandts Inc.	110.0	117.0	......	7.51
Next sub. day June 12.				
(a)(c) Bridge Talisman Fd. Mgrs.♥				
5-8, Mincing Lane, EC3. 01-623 4951				
BT Income	174.0	186.0xd	......	8.16
BT Capital Inc	27.2	29.0	......	2.26
BT Capital Acc.	27.5	29.3	......	2.26
BT Exempt	85.0	91.8	......	5.90
BT Intl Inc.	12.6	13.5	......	4.86
ΦBT Inter'l Acc.	12.7	13.6	......	4.66
Prices on June 10. Next sub. day June 17				
(a) The British Life Office Ltd.♥				
Reliance Hse., Tunbridge Wells, Kt. 0892 22271				
BL British Life	38.6	40.2	−0.9	5.41
BL Balanced*	29.0	30.7	......	4.87
BL Capital*	31.9	33.8	......	5.23
BL Dividend*	27.3	28.9	......	9.60
*Prices on June 11. Next dealing June 18				

(x)(c) Brown Shipley & Co. Ltd.♥				
Mngrs., Founders Court, EC2. 01-600 8250.				
Brown Shipley	152.4	157.4	......	5.70
Accum. Units	173.2	178.2	......	5.70
*Prices on June 9. Next sub. day June 16				
Canada Life Unit Tst. Mngrs. Ltd.♥				
2-6 High St. Potters Bar, Herts. P's Bar 51122				
Can Life Gen Dist.	26.2	27.6	−0.5	4.47
Do Gen. Accum	28.9	30.5	−0.5	4.47
Do. Inc. Dist	23.7	25.0xd	−0.4	8.67
Do. Inc. Accum.	26.4	27.8	−0.5	8.67
(a)(c) Carliol Unit Fd. Mgrs. Ltd.♥				
Milburn Hse., Newcastle-upon-Tyne, 21165				
Carliol	61.7	64.2xd	......	3.31
Do. Accum. Units	67.6	70.1	......	3.31
Next dealing day June 18.				
Charterhouse Japhet♥				
1, Paternoster Row, EC4. 01-248 3999.				
C.J. Internat'l	19.4	20.8	−1.2	2.36
Accum. Units	21.4	22.8	−1.4	2.36
C.J. Income	27.8	29.6	−1.2	8.28
C.J. Euro. Fin.	25.0	26.6	−1.8	2.42
Accum. Units	26.6	28.4	−2.0	2.42
C.J. Fd. Inv. Tst	24.8	26.4	−0.2	3.07
Accum. Units	26.2	28.0	−0.2	3.07
Prices on June 11. Next dealing June 18.				
(a) Confederation Funds Mgt. Ltd.♥				
120 Regent St., W1R 6AY. 01-437 9040				
Growth Fund	24.1	25.3	−0.2	5.88
Cosmopolitan Fund Managers.				
47/57 Gresham St., EC2V 7EP. 01-600 4747/8.				
Cosmopoln. Gth. Fd	17.4	18.8	−0.3	3.76
Coyne Investment Mgmt. Ltd.				
72-80, Gatehouse Rd., Aylesbury. 0296 5941				
Coyne Growth	23.1	24.3	−0.4	5.17
(a)(g) The Crescent Group♥				
4 Melville Crescent, Edinburgh 3. 031-226 4931				
Crescent Growth	18.4	19.5	−0.6	4.90
Cres. Internat'l	37.7	40.4	−0.2	2.18
Cres. High Dist.	53.0	55.4xd	−0.6	7.25
Cres. Reserves	28.5	30.8	−0.7	4.55
Discretionary Unit Fund Managers				
22, Bloomfield St., EC2M 7AL. 01-638 4485.				
Disc'try Inc. My30	81.1	86.0xd	......	7.41
Do. 'A' Accum.	98.9	104.8	......	7.41
Drayton Unit Tst. Managers Ltd.				
Individual House, 43-45 South St., Eastbourne. BN21 0823 36711.				
Com. & Gen.	55.6	59.9xd	......	5.50
Growth	29.8	31.7	−0.3	2.85
Cap.	23.0	24.5	−0.2	3.14
Income	34.0	36.2	−0.3	6.62
Intern.	40.9	43.5	......	2.17
(a)(g) Equitas Securities Ltd.♥				
41, Bishopsgate, EC2. 01-588 2851				
Progressive	48.4	50.7xd	−0.9	4.02
(a)(b)(c) Equity & Law Un. Tr. M.♥				
Amersham Rd., High Wycombe. 0494 33377				
Equity & Law	44.4	47.2	−0.8	4.28
For Family Fund Managers see Sun Alliance Fund Management				
Framlington Unit Mgt. Ltd.♥				
5-7, Ireland Yard, EC4B 5BH. 01-248 6971.				
Capital Tst.	49.0	52.0	......	4.99
Income Tst.	46.8	49.6xd	......	6.32
Friends' Provdt. Unit Tr. Mgrs♥				
7, Leadenhall Street, EC3. 01-626 4511.				
Friends Tst. Uts.	26.3	28.1xd	−0.8	4.52
Do Accum.	30.4	32.5	−0.9	4.52
G.T. Unit Managers Ltd.♥				
16, St. Martins-le-Grand, EC3. 01-600 9461				
G.T. Cap. Inc	59.5	63.3	......	3.30
Do. Acc.	65.9	71.2	......	3.30
G.T. Inc. Fd. Un.	98.1	104.3	......	6.80
G.T. U.S. & Gen	139.5	148.3	......	1.00
G.T. Japan & Gen.	146.9	156.2	......	1.00
ΦGt. Pens. Ex. Fd.	92.2	96.7	......	3.00
(a)(g) G. and A. Un. Tst. Mgrs. Ltd.♥				
5, Rayleigh Rd., Brentwood. (0277)-227300.				
G. & A.	22.6	24.2xd	−0.4	5.40
Garmore Fund Managers♥				
2, St. Mary Axe, EC3A 8BP. 01-283 3531.				
British Trust	32.6	35.1	−0.6	4.58
High Income Tst.	29.3	31.5	−0.3	11.49
(Z) Overseas Tst.	25.8	27.7	......	1.50

Gibbs (Antony) Unit Tst. Mgs. Ltd.				
23, Blomfield St., EC2M 7NL. 01-588 4111				
(a) A. Gibbs Inc.*	24.8	26.7	......	11.0
(a) A. Gibbs Gth.††	23.5	25.3	......	6.00
Dealing day *Tues. ††Wed.				
Govett (John).♥				
77, London Wall, EC2. 01-588 5620.				
Stockhldr Jun. 6	111.5	117.4xd	......	1.65
Do. Accum. Unit	129.3	136.2	......	1.65
Next dealing day June 20.				
Guardian Royal Ex. Unit Mgrs. Ltd.				
Royal Exchange, EC3P 3DN. 01-628 8011				
(ag) Guardhill Tst.	62.8	66.0	1.3	5.02
Henderson Administration♥				
11, Austin Friars, EC2N 2ED. 01-588 3622				
Cabot June 4	64.4	68.5xd	......	4.80
ΦGross May 29	99.5	104.0xd	......	2.83
Premier U.T. Admin. 5, Rayleigh Road, Brentwood, Essex. 0277 227300				
(g) Australian	36.7	39.2	−0.6	3.53
(g) Capital Accum.	25.8	27.5	−0.3	4.82
(g) European	34.7	37.1	......	3.29
(g) Far East	39.6	42.4	+0.1	1.83
(g) Financial & ITU	26.3	28.1xd	−0.7	5.21
(g) High Income	32.9	35.0xd	−0.4	10.42
(g) Inc. & Assets	20.8	22.9	−0.4	6.71
(g) International	22.7	24.2	−0.5	3.76
(g) Nth. American	35.2	37.6	−0.5	3.21
(g) Oil Nat. Res'es	24.4	26.0	−0.9	3.81
(g) Personal Port.	82.6	85.9	−0.7	5.10
Worldwide May 9	61.5	65.5	......	6.09
*For tax exempt funds only.				
(a) Hill Samuel Unit Tst. Mgrs.♥				
45, Beech St., EC2P 2LX. 01-628 8011.				
(b) British Trust	109.2	116.8xd	−2.5	4.98
(g) Int'l Trust	28.5	30.5	−0.8	2.74
(g) Dollar Trust	52.0	55.7	−1.0	1.84
(b) Capital Trust	21.2	22.7	......	5.22
(b) Financial Tst.	77.6	83.0	−1.7	3.98
Income	18.7	20.0xd	−0.4	7.25
(b) Security Trust	37.4	40.1	−0.7	4.69
High Yield Trust	18.5	19.8	−0.6	8.52
(a)(g) Intel.♥				
15, Christopher Street, EC2. 01-247 7243				
Intel. Inv. Fund	71.3	76.8	−1.0	4.70
Ionian Unit Tst. Mngmnt. Ltd.♥				
64, Coleman Street, EC2. 01-638 5666				
Ionian Foreign*	87.0	92.0xd	......	2.65
Ionian Growth**	102.0	108.0xd	......	4.73
Ionian Inc. Fd.†	64.0	68.0xd	......	12.52
*Next dealing June 12. **June 18. †June 28.				
(a)(c) Jascot Securities Ltd.♥				
21, Young St., Edinburgh, EH2 4HY. 031-225 6762.				
Compound‡	22.5	23.7	......	10.45
(Accum. Units‡)	26.6	28.0	......	10.45
8½% Withdrawal‡	22.9	24.1	......	—
Preference‡	20.5	21.5	......	15.10
(Accum. Units‡)	23.4	24.4	......	15.10
Capital*	17.2	18.2	......	—
Australian*	11.1	11.7	......	7.77
(6% Withdr'l)*	10.3	10.9	......	—
Sector Leaders††	21.7	22.9	......	3.77
Fin. Property††	15.1	16.1	......	4.36
International‡	28.9	30.5xd	−1.7	2.27
North Seas	20.0	21.1	−0.8	3.10
Commodity**	37.1	39.7xd	......	6.69
(Accum. Units)**	46.9	50.1xd	......	6.69
10% Withdrawal**	37.5	40.1xw	......	—
Deal. ‡Mon. *Tues. ††Wed. ‡Thurs. **Fri.				
(a)(g) Key Fund Managers Ltd.♥				
25 Milk St., EC2V 8JE. 01-606 7070				
Key Capital Fund	52.1	55.4	−1.1	4.29
ΦKey Exempt Fd.	69.0	73.4	......	—
Key Income Fund	49.7	52.8xd	−0.5	9.17
Key P.I.F.	62.2	65.8	−1.4	4.30
Kleinwort Benson Unit Managers♥				
20, Fenchurch St., EC3. 01-623 8000				
K.B. Unit Fd. Inc.	55.8	60.8	......	4.03
ΦK.B. UnitFd. Ac.	62.5	68.2	......	4.03
L & C Unit Trust Management Ltd.♥				
The Stock Exchange, EC2N 1HP. 01-588 2800				
L&C Unit Tst.	80.8	83.3	......	2.30
(a)(c) Lawson Securities Ltd.♥				
63 George St., Edinburgh EH2 2JG. 031-226 3911				
Scots Resources*	69.9	74.9xd	......	3.70
(Accum. Units)*	70.8	75.8xd	......	3.70
Gilt and Warrant††	28.5	30.5	......	1.74
High Yield**	109.8	117.0	−0.6	13.00
(Accum. Units)**	118.4	126.4	−0.6	13.00
American Fd.‡	24.5	26.5	−0.5	1.90
*Tuesday. ††Wednesday. **Friday. ‡Daily.				

Legal & General Tyndall Fund♥				
18, Canynge Road, Bristol. 0272 32241				
Dis. Unit June 11	43.2	45.6	+1.2	5.61
Acc. Unit June 11	48.6	51.4	+1.6	5.61
Next subscription day July 16				
(x) Lloyds Bk. Unit Tst. Mngrs. Ltd.♥				
Registrars Dept., The Causeway, Goring-by-Sea, Worthing, Sussex. 01-623 1288.				
LB First Inc.	35.4	38.0xd	−0.8	4.83
Do (Accum.)	43.9	47.2	−1.0	4.83
LB Second Inc	40.5	43.5xd	−0.7	3.62
Do. (Accum.)	47.2	50.7	−0.8	3.62
LB Third Inc	57.3	61.6	−0.9	6.97
Do. (Accum.)	68.3	73.4	−1.2	6.97
Lloyd's Life Unit Tst. Mngrs. Ltd.				
72-80, Gatehouse Rd., Aylesbury. 0296 5941				
EEquity Inc.	96.3	101.4xd	−4.1	5.15
Do. Accum.	97.8	103.8	−4.2	5.15
Prices at June 12. Next dealing June 19.				
(a)(g) London Wall♥				
1, Finsbury Square, EC2. 01-606 5811.				
Capital Priority	51.7	55.3	−0.9	3.82
Financial Pr'rty	12.7	13.7	−0.2	3.78
Do. (Accum.)	14.0	15.1	−0.2	3.78
High Inc. Priority	37.7	40.3	−0.5	6.60
London Wall Int.	25.4	27.2	−0.2	2.86
Special Sits	17.6	18.8xd	−0.4	3.93
Stronghold Units	27.6	29.7	−0.4	4.63
ManuLife Management Ltd.♥				
P.O. Box 21, Stevenage. 0438 56101				
Growth Units	29.9	30.4	......	4.87
Mercury Fund Managers Ltd.				
30, Gresham St., EC2P 2EB. 01-600 4555				
MercuryGn. June 4	126.7	133.5	......	4.78
Acc. Units June 11	126.9	135.0	......	4.78
MercuryInt. June 4	63.3	67.3	......	3.22
Accm Uts June 11	63.3	67.3	......	3.22
Metrop. Exempt. Fund Mngrs. Ltd.				
72-80, Gatehouse Rd., Aylesbury. 0296 5941				
MEF Dist. Units	134.6	140.2	......	4.70
MEF Acc. Units	144.5	150.5	......	4.70
Prices at May 29. Next dealing June 26.				
Minster Fund Managers Ltd.♥				
Minster Hse., Arthur St., EC4. 01-623 1050				
Minster Fund	26.8	28.5	......	6.56
Do. Exempt	62.6	66.6	......	6.71
Morgan Grenfell Funds♥				
23, Gt. Winchstr. St., EC2P 2AX 01-588 4545				
(a) Capital June 4	119.8	130.5xd	......	1.90
*ΦExempt Fd May 22	79.2	84.5xd	......	5.50
(a) Inc. June 10	40.5	43.8	......	8.40
I's Ag'ns June 5	£12.32	13.31	......	1.60
*Next sub. day June 26.				
(x)(c)(z) M & G Group				
3 Quays, Tower Hill, EC3R 6BQ. 01-626 4588				
See also Stock Exchange Dealings.				
M & G General	122.8	131.4	−1.7	5.66
(Accum. Units)	166.4	178.0	−2.4	5.66
M & G Second	115.2	122.2xd	−1.4	5.07
(Accum. Units)	156.6	166.0	−2.0	5.07
M & G Midland	85.4	91.4xd	−1.7	7.82
(Accum. Units)	121.1	129.6	−2.3	7.82
M & G Dividend	72.0	76.3	−1.9	8.69
(Accum. Units)	115.5	122.4	−3.0	8.69
M & G Special	84.1	89.1	−1.4	4.77
(Accum. Units)	96.1	101.9	−1.5	4.77
M & G Magnum	182.6	191.7	−3.4	4.27
(Accum. Units)	209.7	220.2	−3.9	4.27
M & G F.I.T.S.	48.8	51.7xd	−0.7	3.37
(Accum. Units)	54.3	57.6	0.8	3.37
M & G Compound	71.0	75.3	1.0	3.42
M & G Recovery	110.8	117.4	−2.0	8.10
M & G Extra Yield	47.6	50.5	−0.9	10.10
(Accum. Units)	53.2	56.4	−1.0	10.10
M & G Japan	96.2	102.4	+1.0	0.63
M & G European	42.3	45.1	−0.7	3.35
M & G American	32.2	34.3	−0.4	2.09
M & G Aust'as'n.	43.7	46.5	−0.3	2.75
M & G Far East'n.	34.6	36.9	......	3.59
(Accum. Units)	35.2	37.5	−0.1	3.59
M & G Trustee	93.4	99.5	−1.5	6.78
(Accum. Units)	152.0	161.9	−2.5	6.78
Charif'd May 20	111.1	112.8	......	7.24
Pensn. Ex. May 19	94.5	99.7	......	5.42
M&G Conv. Gr'th	42.2	44.7	−0.6	1.70
M&G Conv. Inc.	34.9	37.0	−0.5	10.98
Clyde General	50.2	53.2	−0.8	5.66
(Accum. Units)	62.5	66.3	−1.0	5.66
Clyde High Inc.	53.1	56.3	−0.8	10.98
(Accum. Units)	73.5	77.9	−1.1	10.98

(a)(g) Mutual Unit Trust Managers♥				
4, Tokenhouse Bldgs., EC2. 01-606 4803				
Mutual Sec. Plus	36.5	38.9	−0.7	5.81
Mutual Inc. Tst.	47.7	50.8	1.1	6.82
Mutual Blue Chip	35.3	37.5	......	5.23
Mutual High Yld	42.7	45.4	−0.5	8.74
National Provident Inv. Mngrs. Ltd.♥				
48 Gracechurch Street, EC3. 01-623 4200				
N.P.I. Gth. Un. Tst.	......	......	......	......
(Accum. Units)*	38.9	41.4	......	4.20
Distribution Un.*	35.0	37.3	......	4.20
NPI O'seas. Trust				
(Accum. Units)**	117.0	123.9	......	4.00
Distr. Units**	117.0	123.9	......	4.00
*Prices at June 4. Next dealing June 18				
**Prices on May 28. Next dealing June 26				
(a) National Westminster♥				
41 Lothbury EC2P 2EP. 01-637 8044				
Capital (Accum.)	50.3	53.7xd	−0.6	3.40
Income	27.6	29.4	0.4	5.50
Financial	33.0	35.2	−0.4	3.54
Growth Inv.	75.2	80.3	−0.7	4.03
(a)(g) NEL Trust Managers Ltd.♥				
Milton Court, Dorking, Surrey. 5911				
Nelstar	47.6	50.1	0.7	4.25
New Court Fund Managers Ltd.				
72-80 Gatehouse Rd., Aylesbury. 0296 5941				
N.C. Equity Fund	126.0	134.0	−1.6	3.01
N.C. Income Fd.	111.2	118.2xd	−1.2	6.33
N.C. Internat. Fd.	85.3	90.7	−0.6	2.38
N.C. Sml. Cs. Fd.	90.5	96.2	−0.8	4.48
Norwich Union Insurance Group				
P.O. Box 4, Norwich, NR1 3NG. 0603 22200				
NU.Gp.Fd. June 11	199.0	209.5	−5.6	6.48
(a)(z) Oceanic Managers♥				
3-5 Norwich St., EC4. 01-831 6212				
ΦOceanic Exm'pt Fd	47.5	49.5xd	......	3.92
Financial	35.2	37.5	−0.4	4.56
General	17.2	18.3	−0.3	4.56
Growth Accum.	29.6	31.7	−0.6	5.80
Growth Income	26.3	28.1	−0.6	5.80
High Income	19.6	20.8	−0.2	9.34
I.T.U.	19.5	20.8	−0.4	5.51
Overseas	24.1	25.7	−0.7	3.62
Performance	39.8xd	42.3xd	−1.0	4.88
Progressive	19.4	20.7	−0.4	6.62
Recovery	19.2	20.5xd	−0.3	6.56
(a)(z) Pearl Montagu T. Mgrs. Ltd.♥				
114 Old Broad St., EC2P 2YH. 01-588 6464.				
P & M Growth Fd.	17.9	19.3	−0.3	4.28
(Accum. Units)	19.5	21.0	−0.3	4.28
P & M Inc. Fd	22.0	23.7	−0.2	7.26
Pearl M'nt'gu. Tst	26.4	28.4xd	−0.4	4.72
(Accum. Units)	30.8	33.0	−0.5	4.72
(g)(x) Pelican Units Admin. Ltd.♥				
81 Fountain St., Manchester. 061 236 5685				
Pelican Units	51.2	53.7	−0.7	5.91
(a) Perpetual Unit Trust Mngmt.♥				
48 Hart St., Henley on Thames. 04912 6868				
P'petualGp. Gth.	87.2	94.5	......	4.40
(a)(b) Piccadilly Unit T. Mgrs. Ltd.♥				
20 Copthall Avenue, EC2. 01-628 6905				
Extra Income	25.0	27.5	−0.2	10.30
Income & Growth	26.0	28.5	......	3.34
Portfolio Fund Managers Ltd.♥				
10 Charterhouse Sq., EC1M 6JU. 01-251 0544				
Portfolio Capital	38.0	41.7	......	6.00
Growth with Inc.	48.8	53.6	......	8.40
Private Portfolio	26.9	29.5	......	4.24
Shenley Port'lio	57.7	62.7	......	3.99
(y)(c) Practical Invest. Co. Ltd.♥				
Europe Hs., Wld. Tr. Centre, E1. 01-623 8893				
Practical June 4	116.8	126.2	−1.9	3.13
Accum. Units	151.1	163.2	−2.4	3.13
Provincial Life Inv. Co. Ltd.♥				
222 Bishopsgate, EC2. 01-247 6533				
Prolific Units	59.3	65.0	0.7	2.86
High Income	65.6	70.3xd	1.1	7.96

(a)(b)(c) Prudnl. Unit Tst. Mngrs.♥				
Holborn Bars, EC1N 2NH. 01-405 9222				
Prudential	81.5	86.5	−1.5	4.80
Quilter Management Co. Ltd.♥				
The Stk. Exchange, EC2N 1HP. 01-600 4177				
Quadrant	92.6	94.6	......	5.81
Reliance Unit Mgrs. Ltd.♥				
Reliance Hse., Tunbridge Wells, Kt. 0892 22271				
Opportunity Fd.	37.1	39.2	......	6.24
Remigium Management Ltd.♥				
City-Gate Hs., Finsbury Sq., EC2. 01-606 1066				
Rowan Secs. Fd.	107.0	111.0	......	3.11
Next sub. day June 17				
(a) Rthchld. & Lwnds. Mgrs. Ltd.				
New Court, St. Swithin's Lane, Ldn., EC4.				
New Ct. Exempt.	£106.0	113.0	......	2.37
Prices on May 15. Next dealing June 16.				
Rowe & Pitman Management Ltd.♥				
City-Gate Hs. Finsbury Sq. EC2 01-606 1066				
Rowan Int. Fd.	66.0	70.0	......	2.65
Next subscription day June 16				
Royal Tst. Can. Fd. Mgrs. Ltd.				
54, Jermyn Street, SW1. 01-629 8252				
Capital Fund	62.0	66.4	......	3.70
Income Fund	59.2	62.4	......	7.10
Prices at May 30. Next dealing June 13.				
(a) (g) Save & Prosper Group				
4, Gt. St. Helens, London, EC3. 01-588 1717				
Dealings to 01-554 8899				
Erskine House, 68-73, Queen Street, Edinburgh, EH2 4NX. 031-226 7351				
Ebor Securities Limited♥				
Universal Growth	51.0	54.8	−0.6	2.71
Capital Accum.	42.5	45.4	−0.8	4.66
General	38.5	41.1xd	−0.7	4.65
High Return	39.2	41.9	−0.8	6.43
Commodity	56.1	59.9	−0.7	5.65
Energy Inds. Fd	51.0	54.4	−0.9	2.49
Financial	31.4	33.5	−0.5	4.10
Prop. & Building	38.2	40.8	−0.7	3.52
xSelect Grth.**	82.6	86.3	......	1.43
(x) Select Inc.**	75.6	79.0	......	6.40
x†Commodity Pn.	172.6	184.2	......	5.63
Prices at June 11. Next sub. day June 28.				
**Prices on June 10. Next sub. day June 24.				
Save & Prosper Secs.♥				
Capital	26.7	28.6	−0.5	2.07
Fin'cial Sec. Fd.	57.9	61.8xd	−0.3	2.18
Investment Tst.	21.4	22.9	−0.2	3.66
(z) Ep'an Gth. Fd.	70.2	74.9	−0.9	1.53
(z) Japan Gth. Fd.	61.9	66.1	+0.5	1.38
(z) U.S. Gth. Fd.	64.6	69.0	−0.5	1.16
General Units	31.5	33.6	−0.7	4.63
High Yield Units	39.3	42.0	−0.8	6.73
Income	30.6	32.8	−0.5	8.71
Scotbits Securities Ltd.♥				
Scotbits	34.5	36.9	−0.3	4.25
Scotyield	37.1	39.6	−0.9	6.75
Scotgrowth	39.3	42.0xd	−0.9	4.31
Scotshares	37.9	40.5xd	−0.4	4.45
Scotfunds	203.3	212.4	−2.2	1.52
Scotincome	37.3	39.3	−1.0	6.63
Φ*Scot. Ex. Gth.	155.3	162.7	......	2.78
Φ*Scot. Ex. Yld.	111.3	116.6	......	6.86
*Prices at June 11. Next sub. day June 25				
J. Henry Schroder Wagg & Co. Ltd.♥				
120 Cheapside EC2. 01-242 8252				
Capital June 10	73.9	76.5xd	......	3.02
(Accum. Units)	83.8	86.8	......	3.02
Income June 10	105.7	109.5xd	......	7.73
(Accum. Units)	136.3	141.2	......	7.73
General June 11	47.4	49.3	−2.0	4.36
(Accum. Units)	53.7	55.9	−2.4	4.36
Europe June 10	33.4	35.5xd	......	2.73
(Accum. Units)	34.8	37.0	......	2.73
ΦP'n'nChty May 28	118.7	122.3	......	4.64
*ΦSpec. Ex. June 10	110.7	114.1	......	3.89
Φ*Recovery June 10	116.8	120.4	......	5.63
*For tax exempt funds only.				
Scottish Equitable Fnd. Mgrs. Ltd.♥				
28, S. Andrews Sq., Edinburgh. 031-556 9101				
Scottish Equit.	37.5	39.9	......	6.00

(a) Sebag Unit Tst. Managers Ltd.♥				
PO Box 511, Bcklbry Hse., EC4 01-236 5000				
Sebag Capital Fd.	23.5	24.6	−0.4	3.56
Sebag Income Fd.	22.0	23.1	−0.4	9.65
Security Selection				
8. The Crescent Minories EC3N 2LY. 488 4313.				
Unv. Gth. Tst. Acc	26.9	28.6	......	1.76
Unv. & Gth. Tst. Inc	25.3	26.7xd	......	1.76
Slater Walker Tst. Mgmt.♥				
47-57, Gresham St., EC2V 7EP. 01-600 4747/8				
(a) (g) Jessel Britannia Group				
Jes'l City of Ldn.	36.5	39.2	−0.8	5.30
Jes'l Exempt Fd.	71.8	75.4xd	−0.7	8.90
Jes'l Gold & Gen.	144.3	155.1xd	+0.3	4.66
Jes'l Inv. Units	24.8	26.6	−0.5	4.23
Jes'l New Issues	26.1	28.1	−0.3	6.62
Jes'l Prop. & Gen.	11.5	12.4	−0.4	4.07
Jes'l Extra Inc.	27.3	29.3	−0.4	10.33
Jes'l Com. Plus	58.7	63.1xd	−0.4	5.52
Jes'l High Inc.	21.5	23.2	−0.5	12.94
J.L. Int. Fund	21.0	22.6xd	−0.1	5.71
(a)(g) Slater Walker Tst. Mgmt.♥				
Assets Tst.	52.2	55.9	−1.7	6.71
Capital Acc	35.2	37.7	−0.6	4.96
Cap. Growth	28.2	30.3	−0.5	5.86
Century	38.5	41.2	−0.6	4.35
Far East	19.6	21.1	−0.1	3.48
Finan'l Tst.	35.8	38.3	−0.3	4.09
Gen Fund	27.9	30.0	−0.4	5.50
Global Grth	49.1	52.8	......	3.39
Growth	58.1	62.2xd	−0.7	5.27
High Inc.	52.6	56.3	−0.6	7.48
Inc. Units	41.7	44.8	−0.8	8.19
Investors Gen'l	26.7	28.5	−0.4	5.31
Min'rals Tst.	89.0	95.8	−0.5	6.11
Nat. High Inc	58.3	62.9	−0.8	8.00
N. Amer Tst	24.9	26.5	−0.6	3.72
Plant & Gen.	37.5	40.3	−0.6	7.40
Prf'snal Tst.	395.2	407.5xd	−3.0	4.79
Provident	96.4	103.1	−0.7	5.28
Scottish Tst.	47.8	51.1	−0.6	4.56
Shield	38.5	41.1	−0.6	4.61
Status Chge	20.2	21.5	−0.4	6.25
Universal Second	87.9	93.9	−1.8	5.24
(a)(g) National Group♥				
35 Norwich St., EC4. 01-831 6212				
Comm. Cons.	34.1	36.5	−0.5	4.19
Domestic	29.8	31.8xd	−0.8	6.83
Gas Ind. & Power	46.7	49.9	−0.5	4.50
Hundreds	39.9	42.7xd	−0.3	5.60
Inv. Second Gen	48.7	52.0	−0.8	4.39
Natbits	58.9	63.0xd	−1.1	3.98
Nat. Consolidated	40.8	43.6	−0.3	4.72
National Unit 'D'	134.1	143.4xd	−2.5	4.63
Natural Res'rces	58.2	62.2	−0.4	4.48
Nufits	37.4	40.0xd	−0.6	4.92
Security First	54.9	58.7	−0.8	5.85
Shamrock	47.2	50.5	−1.1	4.71
(a) Stewart Unit Tst. Managers Ltd.				
45, Charlotte Sq., Edinburgh, EH2 4NW. 031-226 3271				
Stewart American Fund				
Standard Units*	47.0	50.9	......	3.95
Stewart British Capital Fund				
*Standard††	94.7	101.1	......	4.05
*Next dealing June 12. ††Next dealing June 18.				
Sun Alliance Fund Mngt. Ltd.				
Sun Alliance Hse., Horsham. 0403 64141.				
**Exempt Equity Tt	118.0	124.0	......	4.77
72-80, Gatehouse Rd., Aylesbury. 0296 5941				
ΦThe Family Fd.	65.8	70.0	−1.0	3.01
*Prices on May 14. Next sub. day June 11				
(a)(g) Target Trust Managers Ltd.♥				
7-9 Breams Bldgs., EC4A 1EU. 01-242 0777. Target House, Gatehouse Rd., Aylesbury 0296 5941				
Target Consumer	24.1	25.7xd	−0.6	6.42
ΦT'get Ex. June 11	134.4	139.3xd	......	5.49
ΦDo. Acc. Units	160.5	166.3	......	5.49
Target Equity	31.0	33.1xd	−0.5	5.68
TTarget Fincl.	51.1	54.6	......	5.10
Target Growth	22.7	24.2	−0.7	4.41
Target Intl	25.6	27.3	−1.3	2.16
Do. Reinv. Units	25.9	27.7	−0.3	2.16
Target Inv. Units	24.3	26.1xd	−0.5	2.48
TTgt. Prof. June 11	112.1	116.7xd	......	5.37
Tgt. Inc.	17.7	19.0	−0.3	8.13
Target Pref.	10.6	11.4	......	15.16

(a)(g) Target Tst. Mgrs. (Scotland)♥				
19 Athol Crescent, Edin. 3. 031-229 8621/2				
Target Eagle	23.5	25.1	−0.3	3.11
Target Thistle	28.0	29.9xd	−0.4	6.63
Target Clymr Apr. 16	41.4	43.8	......	3.58
Trades Union Unit Tst. Managers♥				
100 Wood Street, EC2. 01-628 8011				
TUUT May 1, 1975	37.8	40.3	......	4.59
Transatlantic and Gen. Secs. Co.♥				
91-99 New London Rd., Chelmsford. 51651				
Barbican June 5	62.8	67.1	......	4.83
(Accum. Units)	83.5	89.1	......	4.83
Barb. Euro. May 28	83.0	89.2	......	4.45
Barring'n June 4	149.0	156.1	−4.3	4.86
(Accum. Units)	149.0	156.1	−4.3	4.86
Buck'ngm June 5	70.3	77.5xd	......	2.61
(Accum. Units)	79.0	87.1	......	2.61
Colemco June 6	99.6	104.7	......	4.08
(Accum. Units)	107.8	113.4	......	4.08
Endeavour* Jne. 10	139.4	146.0	......	3.58
Glen June 10	40.7	44.2	......	5.28
(Accum. Units)	47.0	51.0	......	5.29
Gtchstr.* June 6	84.1	88.1	......	2.48
Ldn. Br's* June 4	78.5	82.2	......	4.90
Marlboro June 10	48.1	53.2	......	2.66
(Accum. Units)	51.1	56.5	......	2.66
Merlin June 9	58.2	61.1	......	4.90
(Accum. Units)	64.5	67.7	......	4.90
Merlin Yd June 5	40.3	42.5	......	8.14
(Accum. Units)	46.5	49.0	......	8.14
Vanguard June 10	37.9	41.0	......	3.41
(Accum. Units)	43.4	46.9	......	3.41
Wickmoor June 5	49.2	51.6	......	5.05
(Accum. Units)	53.0	55.5	......	5.05
*Not available to public generally.				
(a)(g) Trident Trusts♥				
Schlesinger Tst. Mgrs. Ltd.				
140, South St., Dorking (0306) 86441.				
Performance	17.0	18.4xd	−0.3	4.59
Income	32.9	35.0xd	−0.2	10.60
10% Withdrawal	27.2	28.9xw	−0.1	10.00
Intl Growth	45.7	48.6	−0.4	2.93
Amer. Growth	27.3	29.8	......	nil
Nil Yld. Fnd.	24.1	25.8	......	nil
Tyndall Managers Ltd.♥				
18, Canynge Road, Bristol. 0272 32241				
Inc. Dis June 11	78.6	82.6	−1.8	6.95
Do. Acc June 4	122.2	128.4	−2.8	6.95
Capital Dis June 4	93.0	97.8	+0.8	3.71
Do Acc. June 11	119.0	125.0	+1.2	3.71
Expt. Dist. June 11	77.8	81.8	+0.6	4.63
Do Acc. May 14	95.2	100.0	+1.2	4.63
Lon Ath. Ds. May 14	57.4	60.4	+0.2	4.06
Do Acc. June 11	67.4	70.8	+0.2	4.06
Canynge Fd June 4	67.4	70.8	−1.4	4.45
Do Acc. June 11	75.8	79.6	−1.6	4.45
Int. Earn Fd. June 4	186.4	195.6	−3.4	4.96
Do. Acc. June 4	189.6	199.2	−3.2	4.96
Tyndall Nat. and Comm.♥				
Inc Dis. May 21	114.0	119.4	......	5.69
Do. Acc May 21	139.6	146.2	......	5.69
CapitalDis. May 21	100.4	105.0	......	3.66
Do. Acc. May 21	113.2	118.4	......	3.66
(y) TSB Unit Tst. Managers Ltd.♥				
21, Chantry Way, Andover, Hants. 0264 62188				
(b) TSB General	29.6	31.7	−0.5	3.98
(b) Do. Accum.	34.6	37.0	−0.6	3.98
TSB Scottish	56.1	59.1	−0.5	2.96
(b) Do. Accum.	56.1	59.1	−0.5	2.96
(a) Ulster Bank♥				
Waring Street, Belfast. 0232 35231				
(b) Ulster Growth	30.0	32.6	−0.5	4.57
Unit Trust Account & Mgmt. Ltd.				
5-8, Mincing Lane, EC3M 3DX. 01-623 4951				
Friars Hse Fund	98.0	104.0	......	6.18
Gresm Winchester	17.4	19.0	......	6.80
Gt. Wnher. Ovseas.	13.0	14.1	......	7.91
Wieler Grth. Fnd.	22.2	23.4	......	4.79
Do. Accum.	22.3	24.6	......	4.79
Wieler Growth Fund				
5-8, Mincing Lane, EC3 M3DX. 01-623 4951 Unit Trust Account & Mangmt. Ltd.				
Income Units	22.2	23.4	......	4.79
Accum. Units	23.3	24.6	......	4.79

REGIONAL MARKETS

Following the merger last year of U.K. stock exchanges, a selection of the share prices previously shown under regional headings is presented below with quotations on London. Irish issues, most of which are not officially listed in London, are shown separately and with prices as on the Irish exchange.

Albany Inv 20p	12	......	Gardner (L.)	62	......	Shiloh Spinn.	23	......
Ash Spinning	36	......	Craig Ship. £1	470	......	Sindall (Wm.)	43	−2
Bertam	16	......	Hallam Sleigh 10p	9	......	Vincent (H.)	85	......
Brads (G.) 'A'	51	......	Higsons Brew.	97	......			
Edg'wtr. Est. 50p	£135	......	I.O.M. Stm. £1	110	......	IRISH		
Clover Croft	35	......	Holt (Jos.) 25p	185	+5	Alliance Gas (£1)	58	+1
Craig & Rose £1	312	......	Kleen-e-Ze	30	......	Carroll (P. J.)	115	−2
Dundee Ice £1	295	......	Lovell's Ship £1	130	......	Clondalkin	59	......
Dyson (R. A.)	35	......	N'thn. Goldsmith	65	......	Concrete Prods	72	......
Ellis & McHdy.	57	......	P.M.A.	37	......	Goodbody (£1)	38	......
Evans Fr'k 10p	30	+2	Pearce (C. H.)	60	......	Heiton (Hldgs.)	59	−3
Evered	13	......	Peel Mills	18	......	Irish Distillers	62	−4
Fife Forge	48	......	Richards 10p	8	......	Irish Wire	40	......
Finlay Pkg 5p	16	......	RobbCaledon 5p	50	......	Jacob	55	......
Frost & Reed 50p	88xd	......	Sayers 12½p	9p	......	Sunbeam	13	......
Gardiner & Sons	11	......	Sheff. Refrshmt.	150	......	Unidare	68	......

LEADERS AND LAGGARDS

The following table shows the percentage changes which have taken place since December 31, 1974, in the principal equity sections of the F.T.-Actuaries Share Indices. It also contains the F.T. Gold Mines Index.*

Contracting and Construction	+183.15	Consumer Goods (Non-Durables) Group	+108.75
Insurance (Brokers)	+175.46	**Motors and Distributors**	+108.09
Merchant Banks, Issuing Houses	+147.73	**Household Goods**	+107.98
Newspapers and Publishing	+143.77	**Packaging and Paper**	+106.22
Entertainment and Catering	+141.07	**Machine Tools**	+ 99.95
Banks	+138.54	**Textiles**	+ 99.64
Oil	+137.98	**Office Equipment**	+ 92.86
Insurance (Composite)	+135.36	**Hire Purchase**	+ 91.98
Insurance (Life)	+133.43	**Breweries**	+ 90.88
Food Retailing	+131.25	**Property**	+ 90.84
Chemicals	+130.12	**Wines and Spirits**	+ 90.65
Engineering (General)	+126.94	**Toys and Games**	+ 86.93
Financial Group	+126.31	*Discount Houses*	+ 77.26
Food Manufacturing	+126.18	**Tins**	+ 73.89
Investment Trusts	+124.45	**Shipping**	+ 66.14
Capital Goods Group	+123.33	**Rubbers**	+ 62.35
Stores	+121.47	**Tobacco**	+ 58.64
All-Share Index	+118.90	**Mining Finance**	+ 49.91
500 Share Index	+116.09	**Teas**	+ 24.13
Engineering	+116.06	**Gold Mines F.T.**	+ 6.05
Building Materials	+114.44	**Coppers**	+ 2.60
Industrial Group	+113.15		
Electronics, Radio and TV	+110.92		
Consumer Goods (Durable) Grp.	+109.50		
Electricals	+109.18		

*Percentage changes based on Tuesday, June 10, 1975 indices.

COMPANY NOTICES

SOCIEDADE ALGODOEIRA DE FOMENTO COLONIAL S.A.R.L.

Head Office: Rua Azevedo Coutinho, 39-6°
OPORTO—PORTUGAL
CAPITAL 200·000·000$00

The Shareholders of this Company are hereby invited to attend the Ordinary General Meeting of the 30th June, 1975, at 3 p.m. at Rua de Azevedo Coutinho, 39 — 7th Floor—Oporto

The Agenda being the following:

Discussion and voting on the Report, Balance Sheet and Accounts of the Board of Directors and the Report of the Fiscal Board for the year ending 31st December, 1974

All Shareholders wishing to attend the General Meeting must deposit their shares, if they are the bearer, eight days before that date, at the Head Office or Branches of the Company or at any Portuguese Bank in Portugal.

The Vice-President of the General Meeting,
(a) JOAO MENDES RIBEIRO
Oporto, 29th May, 1975.

THE ATLANTIC SHIPPING AND TRADING CO. LTD.

NOTICE IS HEREBY GIVEN that the TRANSFER BOOKS for the Ordinary and "A" Ordinary Stock of the Company will be CLOSED from 30th June 1975 to 11th July 1975, both dates inclusive, for the preparation of dividend warrants.

By Order of the Board,
R. M. POWNEY,
Secretary.
45, Manor Place,
Edinburgh, EH3 7EB.

PERSONAL

PRODUCTION CAPACITY

PUBLIC NOTICES

HARBOURS ACT 1964

THE PORT OF LONDON AUTHORITY (CONSTITUTION) REVISION ORDER 1975

Notice is hereby given that the above Order was made by the Secretary of State on 2nd June 1975.

The Order, being subject to special parliamentary procedure, will become operative as provided by the Statutory Orders (Special Procedure) Acts 1945 and 1965.

Copies of the Order have been deposited at the Department of the Environment, 2 Marsham Street, (Room S17/21), London SW1P 3EB, and at the Port of London Authority, World Trade Centre, London E1 and may be seen there at all reasonable hours.

Dated the 12th June, 1975.

J. C. Jenkinson,
Secretary,
Port of London Authority,
World Trade Centre,
East Smithfield,
London, E1

METROPOLITAN BOROUGH OF WIGAN REVENUE BILLS

£900,000 Metropolitan Borough of Wigan Bills issued 11th June 1975 at 9½%, maturing 10th September, 1975. Applications totalled £3,000,000. Bills outstanding total £3,950,000.
9th June, 1975.

FIFE REGIONAL COUNCIL BILLS

£2 million bills issued 11.6.75 maturing 10.9.75 at 9⅞%. Applications totalled £14 million and there are £2 million bills outstanding.

INSURANCE, PROPERTY, BONDS

Abbey Life Assurance Co. Ltd.				
1-3, St. Paul's Churchyard, EC4. 01-248 9111				
Abbey Eq. Jne. 10	29.4	31.2	......	—
Do. Ac. Ut. Je. 10	22.9	24.3	......	—
Do. Pr. June 10	106.1	112.7	......	—
Do. Acc. Ut. Jne 10	100.3	106.6	......	—
Do. Pen. Ut. Jne 10	107.2	113.8	......	—
Selective In. Jne. 10	61.3	65.2	......	—
Do. Pen. Ut. Jne. 10	55.3	58.8	......	—
ΨConv. Ut. Jne 10	105.2	110.8	......	—
ΨMoney Fund‡	99.7	105.0		—
Pension Ser. Bond	100.9	106.2	......	—
Pension Man. Bd.	108.1	113.8	......	—
Albany Life Assurance Co. Ltd.				
31, Old Burlington St., W.1. 01-437 5962				
ΨG'td Money Fd.	95.4	100.4	......	—
ΨDo. Accum.	96.3	101.3	......	—
ΨEquity Fund	125.8	132.5	......	—
ΨDo Accum.	127.1	133.8	......	—
ΨProperty Fund	95.9	101.0	......	—
ΨDo. Accum.	96.8	101.9	......	—
ΨFixed Int. Fd.	96.7	101.8	......	—
ΨDo. Accum.	97.6	102.7	......	—
ΨM'ple Inv. Fd.	116.2	122.3	......	—
ΨDo. Accum.	116.8	123.0	......	—
G'td. Mons. Pen.	96.3	101.3	......	—
Do. Accum.	97.2	102.3	......	—
Prop. Pen. Fund	96.9	102.0	......	—
Do. Accum.	97.8	103.0	......	—
Fix. Int. Pen.	97.6	102.7	......	—
Do. Accum.	98.6	103.7	......	—
M'ple Inv. Pens.	121.2	127.5	......	—
Do. Accum.	122.4	128.8	......	—
AMEV Life Assurance Ltd.♥				
3, Pavilion Bldgs., Brighton. 0273 21917				
Triad Managed	107.3	113.5	......	—
Atlantic Assurance Co. Ltd.				
Atlantic House, Billingshurst. B'hurst 3451				
All W'ther Ac. Uts	108.7	114.4	......	—
ΨAll Weather Cap.	107.2	112.8	......	—
ΨInv'stm't Fd. Uts.		1.12	......	—
Pension Fd. Uts.		97.0	......	—
Conv. Pens. Fd.		102.4	......	—
Man. Pens. Fd.		102.4	......	—
Prop. Pens. Fd.		102.4	......	—
Barclays Life Assur. Co. Ltd.				
252 Romford Rd., E.7. 01-555 1211				
Barclaybonds	83.5	88.0	−0.3	—
Current unit value June 11.				
Brandts Ltd.				
36, Fenchurch St., EC3. 01-626 6599				
Brandts Exempt	86.0	89.0	......	8.49
Canada Life Assurance Co.				
2-6, High St., Potters Bar, Herts. P.Bar 51122				
Growth Fd. June 2		45.0	......	—
Ret'mt. Fd. May 6		96.6	......	—
Cannon Assurance Ltd.♥				
1 Olympic Wy., Wembley, HA9 0NB. 01-902 8876				
Equity Units		£11.78	−0.14	—
ΦProperty Unit		731	......	—
Exec. Bald. Unit		956	−4	—
Exec. Equity Unit		797	−9	—
ΦExec. Pr. Units		969	......	—
Current unit value June 10				
Balance Bond	956	£10.12	−0.04	—
Equity Bond	797	843	−10	—
Property Bond	969	£10.25	......	—
Capital Life Assurance♥				
Coniston Hse., Chapelash W'ton 0902 28511				
Key Inv. May 5		0.8142	......	—
Chrthse. Japhet Life Ass. Co. Ltd.♥				
1, Paternoster Row, EC4. 01-248 3999				
Energy Bonds	26.6	28.0	......	—
Money Bds.	25.0	26.4	......	—
Managed Bds.	35.8	37.6	......	—
Equity Bds.	32.0	33.6	......	—

The City of Westminster Assur. Soc.♥				
Ringstead House, 6, White Horse Road, Croydon, CR0 2JA. 684 6944				
First Unit Mar. 27	70.0	73.5	......	—
ΨFourth Unit		55.0	......	—
Pr'ty Uns. May 21	44.5	46.8	......	—
The City of W'minster Ass. Co. Ltd.♥				
Ringstead House, 6, White Horse Road, Croydon, CR0 2JA. 684 6944				
West M'r May 31	41.1	43.1	......	—
Landbk. Mar. 27		57.2	......	—
Speculator Mar 27	33.1	42.1	......	—
ΦPLUA Fd. Dec. 31	132.0	134.6	......	—
Investors Opt. Bd	102.8	108.2	......	—
ΦEquity Fund	38.1	40.1	......	—
Second Managed Fund♥				
Perf'mance May 31		119.7	......	—
Balance May 31	119.0	125.2	......	—
G'teed May 31		100.0	......	—
Commercial Union Group				
St. Helen's, 1, Undershaft, EC3. 01-283 7500				
Variable An. Ac. Uts		34.13	......	—
Do. Annuity Uts.		12.90	......	—
Confederation Life Insurance Co.				
120, Regent St., W1R 6AY 01-437 9040				
ΨEquity Fund	92.2	97.1	......	—
ΨManaged Fund	118.0	124.2	......	—
Personal Pen. Fd	45.0	47.4	......	—
Equity Pen. Fund		142.9	......	—
Fixed Int. Pen. Fd		117.4	......	—
Managed Pen. Fd.		119.8	......	—
Property Pen. Fd.		96.9	......	—
ΨProtected In. Pol.		253.64	......	—
Cornhill Insurance Co. Ltd.♥				
32, Cornhill, EC3. 01-626 5140				
Capital Mar 15	105.5	—	......	—
GS Special Mar 15	49.0	—	......	—
Mn. Gth Bd May 20	119.5	126.0	......	—
Crescent Life Ass. Co. Ltd.				
Braywick Hse., Mdnhd., Berks. Mdnhd. 34655				
Cres. Pin'd. Inv. Fd.	57.7	61.9	......	—
Crusader Insurance Co. Ltd.				
Bowring Bldgs., Tower Pl., EC3 01-626 8031				
Gth. Prop. June 3	51.2	56.8	......	—
Eagle Star Insur/Midland Ass.				
1, Threadneedle St., EC2. 01-588 1212				
Eagle/Mid. Units	34.8	36.1	−0.3	6.99
General Portfolio Life Ins. C. Ltd.♥				
60 Bartholomew Cl., Waltham Cross. WX31971				
Portfolio Fund	104.86	—	......	—
Growth & Sec. Life Ass. Soc. Ltd.♥				
United House, W.11. 01-229 6166				
Flexible Fortune		£100.5	+0.5	—
Landbank Secs		55.06	+0.12	—
Landbank Scs. Ac.	99.1	101.8	+1.6	—
G & S Super Fund		732.82	−2.2	—
Guardian Royal Exchange				
Royal Exchange, EC3 01-283 7107				
ΨProperty Bonds	128.4	133.8	......	—
Pen. Man. Fd. Uts	97.4	102.5	......	—

Hambro Life Assurance Limited♥				
7, Old Park Lane, London, W1. 499 0031				
ΦFixed Int. Fd.	106.1	111.8	......	—
Hambro Equity	120.2	126.6	......	—
Property	116.4	122.6	......	—
Managed Cap.	105.9	111.5	......	—
Managed Acc.	119.3	125.6	......	—
Pen. Prop. Cap.	131.0	137.9	......	—
Pen. Prop. Acc.	151.7	159.7	......	—
Pen. Man. Cap.	135.7	142.9	......	—
Pen. Man. Acc.	157.1	165.4	......	—
ΦPen. F.I. Cap.	107.1	112.9	......	—
ΦPen. F.I. Acc.	112.3	118.3	......	—
ΦPen. B.S. Cap.	99.8	105.1	......	—
ΦPen. B.S. Acc.	102.1	107.5	......	—
Harvest Assurance Group♥				
49, Church St., Maidstone, Kent. 0622 59881.				
Annuity Uts.		128.2	......	—
Managed Fds.	45.33	47.68	......	—
Hearts of Oak Benefit Society				
Euston Road, London, NW1. 01-387 5020.				
Hearts of Oak	29.3	31.1	......	
Hill Samuel Life Assur. Ltd.				
NLA Tower, Addiscombe Rd., Croy. 01-686 4355				
Hill S. Prop. Unit	112.1	118.3	......	—
ΨDo. Man. Unit	112.1	118.0	......	—
Do Money Fd.	101.8	107.2	+0.1	—
Imperial Life Ass. Co. of Canada				
Imperial House, Guildford 71255				
ΨGh. Fd. June 6	48.8	53.1	......	—
Pen Gth. Fd. June 6	41.8	45.4	......	—
The Individual Life Ins. Co. Ltd.♥				
Individual Hse., 45, South St., Eastbourne. BN21 4UT Eastbourne 36711				
Fixed Int. Units	117.6	123.8	......	—
Equity Units	98.1	103.3	......	—
Property Units	104.4	110.0	......	—
Managed Units	112.2	118.2	......	—
Money Fund	100.6	105.9	......	—
K. & S. Gilt Bond	112.0	114.4	......	—
ΦCommodity	96.3	101.4	......	—
ΦGrowth	95.0	100.0	......	—
ΦCapital	103.2	108.7	......	—
ΦIncome	97.3	102.4	......	—
ΦInternational	111.2	117.1	......	—
ΦForeign Fxd. Int.	105.7	112.5	......	—
ΦForeign Equity	101.7	108.2	......	—
Investment Annuity Life Assur.♥				
9, Devereux Court, WC2. 01-353 5897				
Lion Equity Fnd		91.7	......	—
Lion Eqty. Fd. Ac.		109.7	......	—
Lion Prop. Fund		54.7	......	—
Lion High Yld		56.3	......	—
HLion Eqty. Pen.		111.8	......	—
Lion Prop. Pen.		57.7	......	—
Lion High Yld Pen		65.8	......	—
Lion M'gd Gth. Fd	50.5	53.4	......	—
Lion M'gd Cap. Fd	44.0	46.5	......	—
Irish Life Assurance Co. Ltd.				
11, Finsbury Square, EC2. 01-628 8253				
Blue Cp. Fd. June 5	55.6	58.5	......	4.00
Managed Fund	129.8	136.7	......	—
Prop. Mod. May 1	136.9	144.1	......	5.36
Prop. Mod. Gth.	136.9	144.1	......	5.36
King & Shaxson Ltd.				
52, Cornhill, EC3. 01-623 5433				
BondFd. & Exempt		£109.58	−0.56	—
Next sub. day June 18				
Gilt Bonds	112.0	114.4	......	—
Langham Life Assurance Co. Ltd.				
Migdal Hse., Finsbury Sq., EC2. 01-628 8881				
Midas Bonds	47.2	49.7	......	—
ΨProp. Bond	103.2	108.6	......	—
Prop. Units (LIS)	21.5	22.6	......	—
Wisp (SP) Man Fd	55.9	58.9	......	—

Life & Equity Assurance♥				
1 Olympic Wy., Wmby., Mx. HA9 0NB 01-902 8876				
Sel. Inv.	24.5	26.0	......	—
Second Sel	19.0	20.5	......	—
ΦSecure Ret.	28.5	30.5	......	—
Gilt Fund	24.5	26.5	......	—
Equity Fund	18.5	20.0	......	—
ΦDeposit Fund	100.5	106.5	......	—
ΦSelectiveAn. Fd.	65.0	69.0	......	—
Life Assur. Co. of Pennsylvania				
39-42, New Bond St., W1Y 0RQ 01-493 8395.				
ACOP Units	819	860	+43	—
Lloyds Life Assurance♥				
6/12, Leadenhall St., EC3M 7LS 01-623 6621				
Mlt. Gth. Fd. May 31		1.38699	......	—
Opt 4 EqFd June 5	97.7	102.9	......	—
Opt 4 Prop June 5	103.0	108.5	......	—
Opt 4 HiYd June 5	107.8	113.5	......	—
Opt. 4 Mn. Jne 5	105.5	111.1	......	—
Opt. 4DpFd June 5	101.4	106.8	......	—
ΦPen. Mn. Fd. My 15	121.6	128.1	......	—
ΦPen. Eq. Fd. May 15	160.2	168.7	......	—
ΦPen. Prp. Fd. My 15	103.6	109.1	......	—
ΦPen. Fxd. Ir. My 15	115.0	121.1	......	—
ΦPen. Dp. Fd. My 15	107.0	112.7	......	—
London Equity Assurance Ltd.				
Worthing Rd., Horsham. Horsham 64111				
Man. Cap. Uts.	48.0	51.0	......	—
M. and G. Group♥				
3, Quay's, Tower Hill, EC3R 6BQ. 01-626 4588				
Equity Bds June 5	97.7	101.7	......	—
Family 76 June 6		113.9	......	—
Do. 77-80 June 5		98.0	......	—
Do. 81-86 June 5		119.0	......	—
Int. Bds June 5	71.6	75.3	......	—
M & G Man. June 6.	97.9	102.9	......	—
Pers. Pen. June 6	128.1	131.9	......	—
Property June 5	105.4	110.8	......	—
Conv. Bd. June 4	100.1	103.2	+0.1	—
Magna Assurance Company Ltd.				
18, Chequers Sq., Uxbridge, Middlesex. 52181.				
Building Soc. Bd.		105.7	......	—
Magna Man. Fd.		117.8	......	—
Mnfrs. Life Insur. Co. (U.K.) Ltd.♥				
P.O. Box 21, Stevenage. Stg. 56101				
Manulife Inv. Bd.	28.9	30.4	......	4.0
Merchant Investors Assurance♥				
125, High Street, Croydon. 01-686 9171				
Conv. Dep. Fd.		109.6	......	—
Money Mrkt. B.		115.4	......	—
Mer. Inv. Man. Fd.		85.6	......	—
Mer. Inv. Pty. Bd		102.3	......	—
Equity Bond		50.0	......	—
Prop. Pens.		99.0	......	—
Man. Pens.		94.0	......	—
Equity Pens.		127.0	......	—
Conv. Dep. Pens.		106.7	......	—
Mon. Mkt. Pens.		119.8	......	—
NEL Pensions Ltd.				
Milton Court, Dorking, Surrey. 5911				
Nelex Acc. Units	71.2	74.9	−2.0	—
Nelex Capital	56.0	58.9	......	—
Next subscription day June 25.				
New Zealand Ins. Co. (U.K.) Ltd.				
Warrior Sq., Southend. 0702 62955				
Kiwi Key Inv.	104.6	107.9	......	—
NPI Pensions Management Ltd.Φ				
48, Gracechurch St., EC3P 3HH. 01-623 4200				
Managed Fund	102.5	106.8	......	—
Prices on June 2. Next dealing June 11.				

Norwich Union Insurance Group				
PO Box 4, Norwich NR1 3NG. 0603 22200				
Nor Mn Fd June 11	125.5	132.1	−1.2	—
Nor Eq Fd June 11	186.7	196.5	−4.9	
Nor Pr Fd June 11	97.6	102.7	+0.1	
Nor Fx In June 11	97.1	102.2	+0.1	—
Nor. Unit. May 15		113.3	......	—
Oaklife Assurance Ltd.♥				
46, Windsor Road, Slough. Tel. 35918				
Oaklife Man. Fd.	121.3	127.7	......	—
Phoenix Assurance Co. Ltd.				
4-5, King William St., EC4P 4HR. 01-626 9876.				
ΨW'lth. Assed. Bd.	78.6	82.8	−1.2	—
Eb'r. Ph. Ass. June 2		52.2	......	—
Eb'r. Px. E'd May 20	52.3	54.9	......	—
Prop. Equity & Life Ass. Co.♥				
119, Crawford Street, W1H 2AS. 01-486 0857.				
Rbt. Silk Prop. Bd.		145.4	......	—
Do. Man. Bd.		71.8	......	—
Do. Equity Bd.		82.4	......	—
Do. Fx. Mny. Bd. Fd.		113.7	......	—
Do. Bal. Ag. Ser. 11		97.5	......	—
Property Growth Assur. Co. Ltd.♥				
111 Westminster Bridge Rd. 01-928 0381				
Prop Growth		144.5	......	—
Agricultural		460	......	—
Abbey Nat. Pg.		127.0	......	—
Shenley Inv.		54.3	......	—
Shenley Equity		130.4	−2.2	—
Shenley Money		111.1	......	—
ΦRetire Annuity		122.0	......	—
ΦImmed. Ann'ty		108.0	......	—
Prudential Pensions LimitedΦ				
Holborn Bars, EC1N 2NH. 01-405 9222				
Equity Fd. May 21	15.38	15.86	......	—
Fixed Int. May 21	£11.34	11.51	......	—
Prop. Bd. May 21	16.96	17.48	......	—
Reliance Mutual				
Tunbridge Wells, Kent. 0892 22271				
Rel. Prop. Bds.	148.6	—	......	—
Royal Insurance Group				
1, North John St., Liverpool. 051 236 6622				
Royal Shield Fd.	92.7	98.0	......	—
Save & Prosper Group				
4, Gt. Helen's, London, EC3. 01-588 1717				
ΨBald. Inv. Fd.	92.0	96.9	−0.3	—
**Prop. Fds.	105.8	111.4	......	—
*Deposit Fd.	103.8	109.3	......	—
Equity Pen. Fd.	106.9	112.6	−2.6	—
***Prop. Pen. Fd.	120.1	126.5	......	—
‡Comp'y Pen. Fd.	126.1	132.8	+0.2	—
*Prices on June 5. **June 25. ***June 6 ‡Weekly Valuations. †Price monthly				
Saveguard Assurance Limited♥				
Swan Court, Petersfield, Hants. Ptrsfld. 3261				
Investment Fund	102.5	108.0	......	—
Schroder Life Group♥				
18-24, Maltravers St., WC2. 01-836 3883				
Fixed Int. Fd.	100.7	106.1	......	—
Flex. Fd. June 5	93.5	98.5	......	—
ΦEquity Fd. May 23	155.1	—	......	—
Do. Second Series	149.4	157.3	−4.6	—
ΦPen. Fd. Cp. May 14	133.1	140.2	......	—
ΦPen. Fnd. Acc.	142.0	149.4	......	—
Prop. Fd. June 4	96.3	101.4	......	—
Deposit Fd. June 6	96.6	101.8	......	—
Scot. Widows' Fnd. & Life Ass. Soc.				
9, St. Andrew's Sq., Edinburgh EH2 2YD				
Invest. Ply. June 11	276.7	285.0	......	—

Slater Walker Insurance Co. Ltd.				
30, Uxbridge Rd. W12. 01-749 9111.				
Selected Mkt. Fd.	65.6	69.5	−1.4	—
Sun Life of Canada (U.K.) Ltd.				
2, 3, 4, Cockspur St., SW1Y 5BH 01-930 5400				
Maple Leaf June 4		134.1	......	—
Persnl. Pn. Fd.		126.6	......	—
Target Life Assurance Co. Ltd.				
Target Hse., Gatehouse Rd., Aylesbury, Bucks. Aylesbury (0296) 5941.				
Man. Fund Inc.	90.2	95.5	......	—
Man. Fund Acc.	95.1	100.6	......	—
Prop. Fd. Inc.	88.9	94.4	......	—
Prop. Fd. Acc.		102.0	......	—
Prop. Fd. Inv.		89.0	......	—
Fixed Int. Ac. Inc.	105.8	111.8	......	—
Dep. Fd. Acc. Inc.	100.1	105.5	......	—
Ret. Plan Ac. Pen.	55.6	59.4	......	—
Ret. PlanCap. Pen.	50.5	53.5	......	—
Transinternational Life Ins. Co. Ltd.				
2, Breams Bldgs. London EC4 1NV. 01-405 6497.				
Tulip Invest. Fd.	109.9	115.7	......	—
Trident Life Assurance Co. Ltd.♥				
Renslade House, Gloucester. 0452 36541				
Trident Man. Fd.	105.5	111.1	−0.4	—
Trident Gr. Mn. Fd.	113.7	119.8	−1.3	—
Trident Prop. Fd.	107.0	112.8	......	—
Trident Eqty. Fd.	82.1	86.5	−0.4	—
Trident H. Yd. Fd.	109.9	115.8	−0.3	—
Trident Money Fd.	102.6	108.2	+0.1	—
TTrident Fisc'al Fd	100.0	106.0	+0.5	—
Trident Bd. June 5	46.5	49.5	......	—
Gilt Edged	90.2	—	......	
Cash value for £100 premium.				
Tyndall Group♥				
18, Canynge Road, Bristol. 0272 32241.				
B3-Way Fd. May 22		97.8	......	—
EDo. Pn. May 22		108.0	......	—
PEquity Fd. May 22		117.0	......	—
Bond Fd. May 22		128.2	......	—
GProp. Fd. May 22		84.8	......	—
FG'Yd. Bd. Apr. 24		119.8	......	—
3Perf. Bd. Apr. 24		44.4	......	—
DDeposit Fd. May 22		107.2	......	—
ΦO 3-wyFd. May 30	82.4	85.2	......	—
Ov. In. Fd. June 4	60.2	62.7	......	—
OPer. Pen. Fd. June 2		69.6	......	—
3-Way MdPFd Jn 2		113.9	......	—
Equity PnFd Jun 2		156.4	......	—
Bond Pn. Fd. June 2		120.6	......	—
Prop Pn. Fd. June 2		66.6	......	—
Vanbrugh Life Assurance♥				
41-43 Maddox St. Ldn W1R 9LA. 01-499 4923				
Managed Fd.	98.9	104.2	−0.6	—
Equity Fd	135.4	142.6	−1.5	—
Fixed Interest Fd.	104.7	110.3	−0.5	—
Property Fd.	103.0	108.5	......	—
Managed Cash Fd	99.7	105.0	......	—
Welfare Insurance Co. Ltd.♥				
The Leas, Folkestone, Kent. 0303 57333.				
Cap. Growth Bd.		128.4	......	—
ΦExempt Flex Fd.		82.6	......	—
ΦExempt Prop. Fd.		71.4	......	—
ΦExpt. Inv. Tst. Fd.		100.3	......	—
Flexible Fund		78.7	......	—
Inv. Trust Fd.		100.3	......	—
Moneymaker Fd.		74.8	......	—
Property Fund		73.5	......	—
Windsor Life Assur. Co. Ltd.				
51, High Street, Windsor. Tel. 68144.				
Life Inv. Plans	[illegible]	[illegible]		
Future Assd. Gth.	[illegible]	[illegible]		
Ret. Assd. Pens.	[illegible]	[illegible]		
Flex. Inv. Growth	[illegible]	[illegible]		

OFFSHORE AND OVERSEAS FUNDS

Albany Management Co. Ltd.				
P.O. Box 1549, Hamilton, Bermuda.				
Albany Fund Ltd.	$6.10	6.55	......	—
Australian Selection Fund N.V.				
Lond. Agent, Pan Aust. Int. Mgt. Ltd.				
29, Red Lion Court, EC4. 01-353 2416.				
U.S.$10 Shares		US$3.30	......	—
Next sub. day June 12				
Banque de Bruxelles S.A.				
2, Rue de la Regence B 1000, Brussels.				
Fd. Fiducem BF	893	932	−5	3.60
Renta Fund LF	1879	1937	+3	8.85
Renta Cap. LF	3689	3803	−3	Cap
Bk. of London & S. America Ltd.				
40-66, Queen Victoria St., EC4. 01-248 9622				
Alexandra Fund		$US6.90	−0.10	—
Net asset value June 9.				
Barclays Unicorn Int. (Ch. Is.) Ltd.				
Church St., St. Helier, Jersey. 0534 35511				
Jersey Gay. Over.	43.7	46.0	......	11.27
Barclays Unicorn Int. (I. O. Man) Ltd.				
30, Victoria St., Douglas, I.o.M. 0624 4856				
Unicorn Aust. Ext.	55.1	59.0	......	3.00
Do. Aust. Min.	20.2	21.6xd	......	2.60
Do. of Man Trust	50.4	53.1	......	8.00
Do. Manx Mutual	23.8	25.6	......	2.30
Bridge Management Ltd.				
P.O. Box 508, Grand Cayman, Cayman Is.				
Nihon Bshi June 2		10,737yen	......	—
P.O. Box N4715, Nassau, NP, Bahamas.				
Nippon Fd. June 5	[illegible]	[illegible]	......	1.47
Butterfield Management Co. Ltd.				
P.O. Box 195, Hamilton, Bermuda.				
Buttress Equity	$1.51	1.56	......	3.37
Buttress Income	$1.53	1.58	......	8.58
Prices at May 12. Next sub. day June 9.				
Capital International S.A.				
15, Rue du Cendrier, 1201 Geneva.				
CS International Management Ltd.				
P.O. Box 1255, Hamilton, Bermuda.				
Capital Int. Fund		US$14.99	......	—
CS American Fd.		US$9.77	......	—
CS Income Fund		8.26	......	9.76
117 Group Fund		$1,320.81	......	1.50
*Jersey Extnl. Tst.	121.0	132.0	......	—
CS Stg. America	17.00	18.50	......	—
CS Stg. Income	13.00	14.00	......	—
*Valuation last day of each month				

Charterhouse Japhet				
1, Paternoster Row, EC4. 01-248 3999				
Adiropa	29.60	31.10	−0.20	7.40
Adiverba	31.60	34.00	−0.20	6.48
Fondak	30.90	32.50	−0.10	6.77
Fondis	23.40	24.70	−0.10	7.29
Hispano	$5.88	67.11	......	1.81
Genl. O'seas Sw.F.	43.00	47.00	−0.50	3.62
Cornhill Ins. (Guernsey) Ltd.				
P.O. Box 157, St. Peter Port, Guernsey				
Int. Man. Fd. May 25	151.0	164.5	......	—
Darling Management Ltd.				
15, Bent St., Sydney, N.S.W., Australia				
Darling Fund	A$1.44	1.53	......	6.90
Delta Group				
P.O. Box 1147, Nassau, Bahamas				
Delta D. Fd. June 3		$US5.29	......	—
Delta Inv. June 3	$1.09	1.15	......	—
Delta Unit June 3	65.0	72.0	......	—
Dreyfus Intercontinental Inv. Fd.				
P.O. Box N3712, Nassau, Bahamas.				
NNAV June 10	$US11.42	12.79	−0.03	—
Ebor Management (Jersey)				
37 Broad St., St. Helier, Jersey. 0534 20591				
Channel Cap.	185.2	194.9	−3.3	2.33
Channel Island	98.5	103.7	−1.2	3.77
Jay Fxd. In. Je 12	111.2	112.4xd	−0.6	10.23
Eurosyndicat Group				
Eurounion Lux. F.	1,717	1,786	......	5.04
Finance Union	313	326	......	5.52
Agents N. M. Rothschild & Sons Ltd. 626 4356, Hill Samuel & Co. Ltd. 628 8011				
F. & C. Mgmt. Ltd. Inv. Advisers				
1-2, Laurence Pountney Hill, EC4R 0BA. 01-623 4680				
CenturyFd. Jun 4		US$3.47	......	—
Fidelity Mgmt. & Res. (Bda.) Ltd.				
P.O. Box 670, Hamilton, Bermuda.				
Fidelity Int. Fund		$15.03	......	—
Fidelity Pac. Fd.		21.77	......	—
Fidelity World Fd.		US$9.53	−0.08	—
Fidelity Ster. Fds.				
Series A (Intnl.)		£2.61	......	—
Series B (Pacific)		£2.99	......	—
F.I.R.S.T. Managers Ltd.				
28 Queen St., St. Helier, [illegible]				

Free World Fund Ltd.				
Butterfield Bldg., Hamilton, Bermuda.				
N.A.V. May 30		$US157.12	......	—
G.T. Bermuda Ltd.				
Bk. of Bermuda Front St., Hamltn., Bmda.				
BBerry P. Fd. June 4		$US24.10	......	1.70
Do. Pa. Stg. May 28	120.72	127.55	......	3.35
Berry I. F. June 4		$US19.27	......	1.03
Gt. Dlr. Fd. June 4		$US6.01	......	1.90
Hill Samuel & Co. (Guernsey) Ltd.				
8 Lefeure St., St. Peter Port, Guernsey, C.I.				
Guernsey Tst.	111.5	119.3xd	......	3.17
Hill Samuel Overseas Fund S.A.				
37 Rue Notre-Dame, Luxembourg.				
Nav. May 30		$US13.48	......	—
International Pacific Inv. Mngt. Ltd.				
P.O. Box R237, 56, Pitt St., Sydney, Aust.				
Javelin Equity Tst.	A$1.34	1.45	......	4.66
Japan & Far Eastern Secs. Man.				
Connaught Centre, PO Box 560, Hong Kong				
Japan & FE May 30	HK$9.05	—		2.80
Jardine Fleming & Co. Ltd.				
46th Floor, Connaught Centre, Hong Kong				
Jardine Estn. Tst.		HK$248.50	......	2.10
Jardine J'pn. Fd*		HK$193.23	......	1.10
Jardine S.E.A.†		US$10.59	......	—
Jardine Phlp. Tst.		US$11.40	......	—
NAV May 30*. Equiv. US$39.27. ‡June 15. †June 30				
Jersey Intl. Fund Management Ltd.				
22, Hill Street, St. Helier, Jersey. 0534 32271				
117 Int. Gth. Fd.		$15.14	......	2.38
Jersey Svgs. Bk. Unit Tst. Mgrs. Ltd.				
23, New Street, St. Helier, Jersey. 0534 30361				
J.S.B. Units	142.8	150.3	......	4.09
Prices on June 11. Next sub. day June 18				
Kemp-Gee Management Jersey Ltd.				
8, Church Street, St. Helier, Jersey. Cent. 35511				
Kemp-Gee Capital	59.3	61.7	......	—
Kemp-Gee Income	49.3	51.6	......	—

Keyselex Mngt. Jersey Ltd.				
PO Box 98, St. Helier, Jersey. 0534 37669				
Fonselex		Sw.Frs. 1824	......	2.80
Keyselex Int'l.	£7.18	7.77	......	3.09
Fonselex Europe		S.Frs. 20.223	......	2.70
Keyselex Europe	£4.56	4.93	......	2.33
Japan Gth. Fund		US$15.86	......	—
Keyselex Japan	£6.10	6.53	......	—
Central Assets		£101.65	+0.03	—
King & Shaxson Mgrs. (Jersey) Ltd.				
28, Queen St., St. Helier, Jsy., C.I. 0534 33596				
Gilt Fund (Jersey)	£10.41	10.48	+0.09	12.00
Next sub. day June 25				
Kleinwort Benson Ldn. Agts.				
20, Fenchurch St., EC3. 01-623 8000.				
Eurinvest. Lux. F.		1,150	......	5.39
Guernsey Inc.	45.8	50.8	......	2.78
Do. Accum.	52.6	58.3	......	2.78
Interitalia Lira	7,693	8,408	......	2.62
KB Intnl. Fd.		$10.21	......	2.45
KB Japan Fd.		$17.88	......	0.58
Signet Bermuda		$4.00	......	1.79
Unifonds Dm.	19.60	20.70	......	9.66
Lamont Investment Mngt. Ltd.				
8, St. George's St., Douglas, IoM. 0624 4682.				
Lamont Itnl.	23.0	24.5xd	......	8.16
L. & B. T. Mgt. (Jersey) Ltd.				
43, La Motte Street, St. Helier, Jersey.				
L & BT 3-way Fd.	74.0	77.0	......	—
Do. Accum.	80.6	84.0	......	—
Prices in Sterling at May 29				
Lloyds Bk. (C.I.) U/T Mgrs.				
P.O. Box 195, St. Helier, Jersey. 0534 27561				
Lloyds Tst. O'seas	53.2	56.6	......	1.70
Next dealing day June 16				
(x)(c)(z) M. and G. Group				
3, Quays, Tower Hill, EC3R 6BQ. 01-626 4588.				
M&G Island	84.6	87.3	−1.4	4.23
(Accum. Units)	107.2	110.6	−1.7	4.23
Gld. Exp. In. June 4	US$9.43	10.13	0.03	—
Atlantic May 27*	1.787	1.930	......	—
Aust. & Gen. June 4	1.492	1.577	−0.07	—
*Cayman S.				
(a)(h) Manx Int. Mngt. Ltd.				
30, Victoria St. Douglas, I.o.M. 0624 4856.				
Greater Pacific	118.1	126.3	−1.5	—
Int. Income Tst.	44.4	47.5	−1.6	7.00
S.C.H. Growth	73.7	74.4	......	—

Samuel Montagu Ldn. Agts.				
114, Old Broad St., EC2. 01-588 6464.				
†Anchor Gilt Edge	£9.08	9.11	......	9.68
†Anchor Itnl.	$B1.05	1.12	......	3.64
†Anchor 'B' Units	$B0.77	0.82	......	3.49
†Anchor Wall St.	$B3.74	3.97	......	3.52
†Do. Aust. Jers.	19.9	23.2	−0.5	—
*Do. Wall St. do.	24.8	27.7	......	3.49
*Anchor Aust.	$A0.84	0.90	......	4.04
Next sub. date †Tues. ‡Wed. *Fri.				
Murray, Johnstone (Inv. Adviser)				
163, Hope St., Glasgow C2. 041-221 5521.				
*Hope St. Fd.		US$29.04	......	—
‡Murray Fund		US$6.53	......	—
*N.A.V. May 31. ‡N.A.V. May 31.				
Negit S.A.				
10a, Boulevard Royal, Luxembourg.				
Nav May 30		$US9.40	......	—
Negit Ltd.				
Bank of Bermuda Bldgs., Hamilton, Brmda.				
Nav May 30		565p	......	—
Old Court Fund Mngrs. Ltd.				
P.O. 58, St. Julians Ct., Guernsey. 0481 26331				
OC Eqty. F. May 30	42.3	44.8	......	5.58
OC Inc. Fd. June 2	136.0	144.6	......	6.92
OC Int. Fd. May 15	100.8	107.2	......	Nil
OCsmCoFdSpMay 30	102.3	110.6	......	6.33
Save & Prosper International Ltd.				
37, Broad St., St. Helier, Jersey 0534 20591				
Int. Grn. Fd. June 9	[illegible]	[illegible]	......	—
Dl. Fd. June 6	[illegible]	[illegible]	......	—
J'dne FEF May 27	[illegible]	[illegible]	......	—
‡Sepro. June 4	[illegible]	[illegible]	......	—
Dealings Monday. ‡Dealings Wed.				
J. Henry Schroder Wagg & Co. Ltd.				
120, Cheapside, EC2. 01-588 4000				
Cheap. SFd. June 6		$US11.13	−0.21	3.41
Trafalgar Apr. 30		US$78.32	......	—
Asian Fd. June 2	US$12.14	12.60	......	3.24
Singer & Friedlander Ldn. Agents				
20, Cannon St., EC4. 01-248 9646				
Dekafonds	DM25.21	26.60	−0.10	6.77
Tokyo Tst. May 30		US$24.73	......	2.43
Slater Walker Ins. Co. (C.I.) Ltd.				
P.O. Box 121, St. Peter Port, Guernsey.				
Sw. Wld. Wde. In. 6		69.0	......	3.0
Slater Walker (Jersey)				
2-6, Church St., St. Helier, Jersey. 0534 37361				
Growth Invest.	247.2	267.2	......	3.00
Intnl. Fd.	[illegible]	[illegible]	......	5.00
Jersey Energy Tst	139.1	150.4	......	1.00
Value at Jun. 6. Next deal June 16.				

Target Trust Mgrs. (Cayman) Ltd.				
P.O. Box 710, Grand Cayman, Cayman Is.				
Tgt. Offsh. [illegible]	[illegible]	[illegible]		
Prices at June 4. Next sub. day June 11.				
Tokyo Pacific Holdings N.V.				
Intimis Management Co. N.V., Curacao.				
N.A.V. per share June 9 $US31.93.				
Tokyo Pacific Hldgs. (Seaboard) N.V.				
Intimis Management Co. N.V., Curacao.				
N.A.V. per share June 9 $US23.29				
Triumph Oceanic Int. Fnd. Mgrs.				
8, Church St., St. Helier, Jersey				
International Fd.	[illegible]	[illegible]		
*As at June 6. Next sub. day June 13.				
Tyndall Group 0272 32241				
Hamilton, Bermuda, & St. Helier, Jersey.				
O'seas Dis. June 11	$US1.15	1.21	......	6.00
O'seasAcc. June 11	$US1.47	1.55	......	6.00
O.(Stg) Dist. June 11	£7.00	£7.40	−0.25	6.00
O.(Stg) Acc. June 11	£9.05	9.55	−0.30	6.00
3-way Int. May 22		$US2.31	......	—
Int. Man. Fd. May 30	89.0	93.6	......	—
United States Tst. Intl. Adv. Co.,				
14, Rue Aldringer, Luxembourg.				
U.S. Trust Inv. Fnd.		$US12.76	−0.15	0.94
Net asset value June 10				
S. G. Warburg & Co. Ltd.				
30, Gresham Street, EC2. 01-600 4555				
CMT Ltd. May 29	£10.08	10.86	......	—
Cv. Bd. Fd. June 10		$US8.14	−0.05	—
Engy. Int. June 10.		$US13.85	−0.16	—
Grth. St. $ Fd. May 30		$US7.36	......	—
TMT Ltd. May 8	£11.67	11.97	......	—
World Wide Growth ManagementΦ				
10a, Boulevard Royal, Luxembourg.				
World Wide Gth. Fd.		$US12.08	−0.17	—

NOTES

Prices do not include $ premium, where applicable, and are in pence unless otherwise indicated. Yields allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Distribution free of U.K. taxes. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ♥ Net of tax on realised capital gains unless indicated by Φ. ¶ Guernsey yield. ‡ Suspended. ★ Single premium insurance bonds.

FT SHARE INFORMATION SERVICE

**BRITISH FUNDS

1975 High	Low	Stock	£	+ or −	Int.	Red. Yield
		"Shorts" (Lives up to Five Years)				
96⅞	90¼	Savings 3pc '65-75	96⅞	−⅛	3.03	9.47
99⅛	94½	Exchequer 6½pc 1976	98	−⅛	6.53	9.34
97¼	92¼	Treasury 6½pc 1976	96½	−⅛	6.70	9.29
99	97	Victory 4pc 1976	99	.....	4.03	—
102	96⅞	Treasury 10¼pc 1976	100½	−⅛	10.45	10.27
95	88⅞	Treasury 6¼pc 1977	94½	−¼	6.61	9.71
91¼	86¾	Electric 3pc '74-77	91⅝		3.27	8.18
103¾	96⅞	Treasury 11½pc 1977	101¾	−½	11.30	10.55
88¾	82	Treasury 3pc '77	86¾xd	−¼	3.42	9.77
88½	83½	Transport 4pc '72-77	87¼xd	−½	4.59	9.57
96⅜	90½	Treasury 9pc 1978	94⅞	−¼	9.49	11.17
96⅜	93½	Treasury 9pc '78 A	94⅞	−¼	9.49	11.19
100¼	90⅞	Treasury 10½pc 1978	98¼xd	−½	10.69	11.19
87⅞	79	Exchequer 5pc '76-78	84⅞	−½	5.89	10.54
103	94¾	Treasury 11½pc 1979	100⅛	−½	11.49	11.75
79⅞	71⅝	Treasury 3pc '79	77⅛	−½	3.89	9.67
81	73⅞	Electric 4½pc '74-79	76⅞	−½	5.39	10.40
100¼	96	Treasury 10½pc 1979	97¾	−½	10.80	11.28
79⅞	71	Electric 3½pc '76-79	77⅛	−½	4.54	10.07
95	84	Treasury 9pc 1980	92¼	−⅝	9.77	11.15
—	—	Treasury 9¼pc '80	£95		10.00	10.85
		Five to Fifteen Years				
79	65¾	Treasury 3½pc '77-80	75⅛	−⅝	4.66	9.91
82½	71	Funding 5½pc '78-80	79¼xd	−⅝	6.62	10.59
75½	64¾	Treasury 3½pc '79-81	73	−⅝	4.87	10.22
91¼	72⅝	Do 8¼pc '80-82	85xd	−½	9.41	11.45
104¼	86⅝	Treasury 12pc 1983	101⅞	−⅝	12.12	12.17
76	58	Funding 5½pc '82-84	70½xd	−¼	7.75	10.76
85¼	61⅞	Treasury 8¼pc '84-86	77½xd	−¼	10.64	12.09
75¼	51⅛	Funding 6½pc '85-87	69⅞	−¼	9.23	11.68
76¼	53	Treasury 7¾pc '85-88	71½	−¼	11.30	12.83
46⅛	32⅞	Transport 3pc '78-88	41⅛xd	−⅝	7.25	11.99
55¼	39¼	Treasury 5pc '86-89	50¼	−¼	10.11	12.76
		Over Fifteen Years				
75½	55¼	Treasury 8pc '87-90	66	−¼	12.49	13.61
55½	41½	Funding 5¾pc '87-91	51¼	−¼	11.46	13.40
97½	86¼	Treasury 12½pc '92	85⅞xd	−¼	14.37	14.57
54½	40½	Funding 6pc 1993	48⅛	−¼	12.59	13.98
75¼	54⅛	Treasury 9pc '94	64¼	−¼	14.04	14.57
34⅞	24¼	Gas 3pc '90-95	30¼	−½	10.03	12.79
102	75	Treasury 12¾pc '95	89½	−½	14.57	14.67
77¼	54¼	Treasury 9pc '92-96	65½	−¼	14.22	14.66
32¼	25½	Redm. 3pc '86-96	29¾	−½	10.25	12.59
69⅞	53½	Treasury 8½pc '97	62½	−⅜	14.37	14.75
50⅞	40¼	Treasury 6¾pc '95-98	43¾	−⅜	14.07	14.69
75⅛	54¼	Treasury 9½pc '99	64¾xd	−⅜	14.48	14.75
31⅛	22	Funding 3½pc '99-04	26½xd	−½	13.06	13.84
61½	47	Treasury 8pc '02-06	55⅜	−⅜	14.71	14.82
42⅞	33	[illegible]	38⅞	−⅜	14.68	14.75

††BANKS AND HIRE PURCHASE

1975 High	Low	Stock	Price	+ or −	Div Net	Cvr	Yld Gr's	P/E
[illegible]	12	Alderman Sec 10p	13½	+½	13.4	2.1	15.3	4.3
235	135	Alexanders D. £1	205	−10	10.9	—	8.2	—
£114	£67	Algemene Fl 100	£101	+½	Qh20	1.8	3.4	21.9
300	190	Allen Harvey £1	300	.....	13½	—	6.9	—
142	45	Allied Irish	102	−5	Q25	—	6.1	—
50	14	Anglo Contnl.	58	+2	—	—	—	—
195	95	Arbuthnot L. £1	165	.....	7	—	6.5	—
450	170	Aust. & N.Z. $1	385xd	−5	†9.1	—	3.6	—
£57	£21¼	BankAmer. $3.125	£31	.....	Q$1.46	—	2.0	—
30	22½	Bk. Hapoalim I£1	30	.....	Q5h9.4	—	2.2	—
520	130	Bk. Ireland £1	420	−30	Q24	—	5.7	—
23	19½	Bk. Leumi AI£1	22	.....	Q16	—	5.3	—
230	180	Bk. Leumi (UK) £1	220	.....	7¼	—	5.2	—
720	370	Bk. N.S.W. $A2	640xd	−5	Q28c	—	2.5	—
295	104	Bank Scotland £1	267	−7	8.3	ϕ	4.8	ϕ
£72¾	£20⅝	Bankers N.Y. $10	£25⅞	−⅛	Q$3.00	—	4.0	—
325	112	Barclays £1	305	−1	8.3	4.7	4.3	7.4
73	17	Bates Edward	60	−2	‡20	2.1	‡	5.6
66	18	Bowring C. T.	64	−1	8.4	1.2	5.1	24.7
175	75	Brown Shipley £1	178xd	−3	6.9	—	6.0	—
9	4	Bryanston	7	.....	ϕ104.4	—	—	—
34	14	Burston Group	18s	.....	†13.2	2.4	28.3	2.2
255	110	Cater Ryder £1	227	−8	14.4	—	9.8	—
13	13	Cedar Ridge 10p	13s	.....	‡7	1.5	‡	6.1
285	149	Com'l. Aus. ($A1)	250s	−5	tQ14	—	3.2	—
£14⅝	£10⅜	Com'zbk. DM100	£12⅛	.....	Q17	—	2.4	—
£23½	£17½	C'hgn. Hbk. Kr100	£23½	.....	Q11	—	3.8	—
29	6	Corinthian 10p	12	.....	—	—	—	—
£31	£10½	Cred. France F75	£26½	−¼	Q9.7	—	2.4	—
133	133	Dawes G. R.	133s	.....	22.1	2.9	6.1	8.6
26½	9	Dunbar Day	17	−1	‡4.3	1.3	‡	11.0
70	25	F. C. Finance	37	.....	6.3	—	6.6	—
11	2½	First Nat. 10p	6	.....	10.5	—	26.9	—
5	1½	Do. Wrrts. 75-83	2¼	.....	—	—	—	—
27½	5½	Fraser Ans. 10p	14½	−½	7.6	—	8.1	—
310	175	Gerrard Natl.	275	−10	48.7	—	6.8	—
51	22	Gibbs (A.)	49	.....	6.6	—	5.2	—
163	62	Gillett Bros. £1	128	−2	6.7	—	8.1	—
29	13	Goode D'tMry. 5p	22	.....	15¾	4.1	5.5	6.9
160	55	Guinness Peat	154	−1	23.4	—	7.1	—
218	58	Hambros	160	+12	†25.7	—	6.2	—
5½	3½	Hawtin 10p	3½s	.....	±6.7	3.0	‡	1.7
95	23	Hill Samuel	88	+1	1‡2	—	6.4	—
£101½	200	Do. Warrants	900	.....	—	—	—	—
250	118	Hong Shng. $2.50	238	.....	Q26	—	2.3	—
35	40	Jessel Toynbee	70	.....	16	—	8.8	—
200	78	Joseph (Leo) £1	260	.....	†5.5	—	4.3	—

BUILDING INDUSTRY—Continued

CHEMICALS, PLASTICS

CINEMAS, THEATRES AND TV

DRAPERY AND STORES

DRAPERY AND STORES—Continued

ELECTRICAL AND RADIO

ENGINEERING, MACHINE TOOLS

ENGINEERING—Cont.

FOOD, GROCERIES, ETC.

HOTELS AND CATERERS

HOTELS—Continued

INDUSTRIALS (Miscel.)

INTERNATIONAL BANK

CORPORATION LOANS

COMMONWEALTH & AFRICAN LOANS

LOANS (MISCEL.)

FOREIGN BONDS & RAILS

U.S. $ DM Prices exclude inv. $ premium

AMERICANS

S.E. List Premium 67½% (based on $2.2990 per £)

CANADIANS

Hire Purchase, etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER & ROADS

S.E. List Premium 67½% (based on $2.2563 per £)

Conversion factor 0.5967 (0.5967)

مكتبة من الأصل

INDUSTRIALS—Continued

1975 High	1975 Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
47	28	Kelsey Ind 12½p.	41xd	......	d19¼	4.7	9.3	3.5
17	9	Kennedy Sm. 10p.	16	......	14.4	1.0	13.8	10.8
370	325	Kershaw (A.) 5p.	300	−50	240.1	0.7	2.3	135.3
200	66	Kleeman	195	......	15.6	4.1	3.1	12.3
39	15	Kode Int.	29	......	4.9	ϕ	6.5	ϕ
59	24	L.C.P. Hlds.	52	−3	11.2	2.3	8.2	7.7
21	11	L.K. Ind. Inv.	19xd	......	d7.8	ϕ	15.9	ϕ
29	13½	L.R.C. Int. 10p	28	+2	26.7	1.9	14.7	5.0
102	56	Lamson Inds.	79	−9	11	3.5	5.3	7.7
40	30	Lawtex	31	......	10.3	4.2	12.8	2.3
118	48	Lead Inds. 50p.	113	......	9.4	5.9	6.4	4.1
40	17	Le Bas (Ed.)	34	......	5.5	ϕ	6.3	3.6
40	15	Lebeff Fobel 10p.	36½	......	10.3	ϕ	4.4	ϕ
43	19	Lebus Harris	39	−1	8	0.2	7.9	—
21	12	Leigh (L.) 5p.	21	+1	14.7	5.8	5.4	4.9
71	35	Leisure Ctr. 10p	68	−1	44.2	ϕ	10.5	ϕ
160	59	Lep Group 10p	155	......	23.6	9.4	2.3	5.8
27	12	Lesney Prods. 5p.	19	−½	15.5	7.0	6.4	2.9
43	13	Letraset 10p	36	−1	12.3	6.8	5.3	3.3
20½	5½	Liden 10p.	19¾	......	1.7	2.4	1.3	39.8
45	17	Light & Leis. 10p.	40	......	‡23.6	3.6	9.7	4.9
50	35	Lindsay & Wms.	50xd	......	12.2	ϕ	9.4	ϕ
62	28½	Lindustries	59	......	15	3.4	9.8	4.3
51	33	Lipton (L.)	48xd	......	9.6	3.9	7.7	5.1
47	11	Lloyds Ind. 10p	47	+3	30	ϕ	10.9	ϕ
45	15¼	Lon. & Nthn. Sec.	42	−1½	12.9	2.0	11.8	6.6
15	6	Lon. Hmbls. 10p	10½	......	11.7	3.8	17.2	2.4
26	19	Longton Trans.	23	−1	10.5	12.3	17.6	3.7
		For Lonrho see O'seas. Traders						
65	28	Lonsdale Univsl.	55	......	14.1	3.1	9.9	4.8
195	82	Low & Bonar 50p.	182	......	16.6	3.8	7.0	5.4
24	14	Lyon & Lyon.	18xd	......	7.6	1.7	16.2	5.5
52	18	MK Refrig'n 10p	38	......	†22	5.0	8.9	3.5
38	18	M.Y. Dart 10p	28	......	12.8	3.8	7.0	5.7
25	11½	Macanie Ldn. 10p	20	+1	14.7	ϕ	11.9	ϕ
55	25	McCrthy Th. 20p.	53xa	+1	‡15	2.7	8.7	8.7
94	40	Macfarlane Gp.	94	+2	¶12.5	3.3	n6.8	10.2
92	47	McBride Rbt. 10p	86	......	36.8	ϕ	6.5	ϕ
22	12	McCleery L'A.	21	......	6.7	3.2	12.3	3.9
37	14	Macpherson (D.)	32	......	‡8.0	3.9	10.0	5.1
19	10	Md'me Tus'ds 5p.	14	−½	16.6	2.2	9.1	7.6
55	25	Magn'lia Mfg. 10p	54	......	20.6	6.9	5.9	3.8
60	24	Mngmt. Ag. M 10p	49	−4	‡49¼	2.6	15.3	3.7
235	103	Man. Ship Can. £1	190	......	11.9	3.1	9.9	4.9
41	18	Marks (A.) 10p	28	−1	33	ϕ	17.5	ϕ
17½	8	Marling Ind. 10p.	15½	+½	‡8.9	5.4	8.8	3.0
24	11	Marshall L'sy.	19	......	7½	2.7	15.2	3.7
23	10	Do. 'A'	19	......	7½	2.7	15.2	3.7
144	73½	Marshall's Univ.	120	−10	24.5	5.7	8.1	2.6
106	45	Martin-Black	103	−2	‡16	5.7	6.0	9.1
295	110	Maynards £1	280	......	15.2	3.5	8.3	5.3
17½	10	Medminster 10p.	14xd	......	16¾	1.3	18.4	6.7

INDUSTRIALS—Continued

1975 High	1975 Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
15	13	Wood & Sons 5p	13	......	9.8	3.5	6.1	7.6
13½	7	Wood (Arthur) 5p.	11½	......	13.3	3.6	8.9	4.9
13	8	Wood (W.) 10p	12	......	‡8¼	—	—	—
99	29	Wood Hall	88	−2	T16.1	16.1	6.9	5.8
7¼	4	Yatton Furn. 5p	6¼	−¼	6.3	2.3	7.2	9.4
27½	14	Zetters 5p	21	......	17.7	4.5	6.5	5.2

††INSURANCE

1975 High	1975 Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
65	30	Brentnall Bd. 10p	50	......	29.2	3.0	9.0	5.8
154	60	Britannic 5p	144	−2	140	—	7.5	—
970	440	Comb. Ins. Am. $1	775	−25	‡Q60c	—	3.3	—
194	72	Comm. Union	173	−3	27.4	—	6.1	—
148	44	Eagle Star	132xd	−1	18.4	—	5.4	—
186	50	Equity & Law 5p	160	−2	102	—	4.9	—
174	67	Gen. Accident	162	−2	27.6	—	5.1	—
224	83	Guardian Royal	202	−8	b31	—	5.9	—
180	54	Halford Sh'd 10p	175	......	54.4	3.0	4.8	10.9
232	82	Heath (C.E.) 20p	217xd	−3	30½	3.3	4.3	10.9
152	47	Hogg Robinson	140	−10	14.6	3.0	4.1	12.0
138	30	Howden (A.) 10p	124	−9	21.7	4.2	2.7	13.7
150	48	Legal & Gen. 5p	127	−6	87.2	—	5.3	—
125	33	Les. & Gdwn. 10p	113	−5	33.9	2.3	4.6	14.7
143	48	Lon. & Man. 5p	116	−2	87	—	5.8	—
178	63	Matthew Wr. 20p	162	−2	36.9	1.6	7.0	13.5
158½	49½	Minet Hldgs. 20p	140xc	−2	h10.8	4.2	2.4	15.5
240	93½	Pearl 5p	201	−7	192	—	7.3	—
242	87	Phoenix	232	−6	¶32.9	—	5.5	—
125	60	Provident "A"	125	......	24.5	—	7.5	—
125	60	Do. "B"	125	......	24.5	—	7.5	—
*142½	52	Prudential 5p	122xr	−2	‡101.4	—	6.4	—
130	48	Refuge 'B' 5p	120	......	125	—	8.0	—
339	125	Royal	305	−8	50.2	—	6.3	—
250	99	Sedg' Forbes 10p	238	−2	‡73.2	1.8	4.7	18.5
82	29	Stenhouse	73	−2	12½	2.3	6.6	8.9
*454	175	Sun Alliance £1	405xr	−18	G15.4	—	5.8	—
93	32	Sun Life 5p	82	−3	‡53.4	—	5.0	—
870	575	T'sh. Mar'e. EDR.	735	+5	Q11	—	0.9	—
140	85	Trade Indem.	140	......	25.6	—	7.0	—
£20¼	£14	Travelers $2.50	£19½	−1	Q$1.08	—	2.4	—

MOTORS, AIRCRAFT TRADES

Motors and Cycles

1975 High	1975 Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
153	104	Ford (B.D.R.)	129	−1	Q‡12½c	—	4.2	—
183	109	Gen. Mts. Units	156	+3	17c	1.0	4.7	22.0
27	8	Lotus Car 10p	21	−1	20	ϕ	15.0	ϕ

MISCELLANEOUS

1975 High	1975 Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's
8	5	Burma Mine 17½p	8	......	m0.5	—	1.7
55	17	Charterhall 5p	50½	−3½	—	—	—
115	75	Colby Mines $1	75s	......	—	—	—
760	550	Cons. Murch. 10c	650	−20	‡Q130c	2.2	‡
53½	29½	Laurasia	35	+½	—	—	—
19	13	NRD $1	15	......	—	—	—
375	200	Northgate C$1	225	......	Q65c	1.0	9.9
211	80	R.T.Z.	183	......	19.9	4.4	4.2
135	47½	Sabina Inds. C$1	95	......	—	—	—
70	51	Stanford Mines 8	60	......	—	—	—
£12½	875	Tara Expln. $1	£10⅓	−⅓	—	—	—
75	38	Yukon Cons C$1	60	......	—	—	—

NOTES

Unless otherwise indicated, prices are in pence, denominations are 25p and dividends are in net percentage terms. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures; they are adjusted to corporation tax of 52 per cent. and ACT of 35 per cent. P/Es are calculated on the basis of net distribution; bracketed figures indicate 10 per cent. or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution. Yields, assuming maintenance of net dividends on current rate of ACT, are based on middle prices, are gross and allow for value of declared distributions and rights. Securities with denominations other than sterling are quoted inclusive of the investment dollar premium.

- ▲ Sterling denominated securities which include investment dollar premium.
- ● "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents.
- ϕ Figures or report awaited.
- †† Banks and Insurance reserve allocations may preclude calculation of dividend cover.
- # Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue; cover relates to previous dividend or forecast.
- ** Free of Stamp Duty.
- ◆ Merger bid or reorganisation in progress.
- ♣ Not comparable.
- ♠ Same interim; reduced final and/or reduced earnings indicated.
- § Based on 1973 profits.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ★ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♥ Excluding a final dividend declaration.
- ✣ Regional price.
- ‖ No par value.

a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. r Australian currency. s Dividend and yield exclude a special payment. t Indicated dividend; cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend; cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment; Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Issue price. G Assumed dividend and yield after pending scrip and/or rights issue. M Figures based on prospectus or other official estimates for 1973-74. Q Gross. T Figures assumed. U No significant Corporation Tax payable. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

"Recent Issues" and "Rights" Page 24

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FINANCIAL TIMES

Thursday June 12 1975

U.K. Minister in Salisbury talks soon

BY MALCOLM RUTHERFORD

MR. IAN SMITH, the Rhodesian Prime Minister, has agreed to hold talks with a British Minister in Salisbury later this month. It will be the first British Ministerial visit there since Sir Alec Douglas Home's abortive attempt at a Rhodesian settlement in November, 1971.

At the same time, Mr. James Callaghan, the Foreign Secretary, told the House of Commons yesterday that Britain will convene a constitutional conference "as soon as the Government considers it opportune to do so." It could be, he said, the last chance for the people of Rhodesia "to settle their differences without resort to further bloodshed."

Mr. Callaghan spoke of his hope of "substantial progress" in the direct talks between Mr. Smith and the Rhodesian African National Council (ANC), but warned that if this is not forthcoming "it will then become the Government's responsibility to call the parties together." He gave no indication of what would happen if Mr. Smith declined to attend.

The man chosen for the Salisbury talks is Mr. David Ennals, Minister of State at the Foreign Office. Mr. Ennals will also be going to Pretoria for consultations with Mr. Vorster, the South African Prime Minister, and to Mozambique for the independence celebrations on June 24-June 25. The precise dates for the Salisbury and Pretoria visits have not yet been fixed.

Sanctions

Mozambique is an important part of the itinerary since, if Mr. Smith refuses to agree to an acceptable settlement, the alternative strategy is to strengthen economic sanctions through the former Portuguese territory. Britain is offering Mozambique economic aid as compensation and is asking other countries to do the same, preferably under UN auspices.

Mr. Callaghan said yesterday that Mr. Ennals would be discussing the timing, modalities and preliminaries of a constitutional conference in Salisbury. In an almost simultaneous statement, Mr. Smith said he, in turn, would be putting "some positive proposals," but he did not go into detail.

It is clear that Mr. Ennals' trip has been arranged in close consultation with the South African Government as well as with the African members of the Commonwealth. The Foreign Office continues to believe that the attitude of South Africa is crucial to any settlement.

Tony Hawkins writes from Salisbury: It is believed here that Mr. Smith's positive proposals are likely to include a demand that Britain keeps out of the talks with the African National Council and also that Britain stops encouraging Mozambique to apply sanctions against Rhodesia.

Observers here do not believe that they would include any constitutional plan to end the deadlock.

Violence

At the same time, the Rhodesian Government to-day followed Tuesday's appeal by Mr. Bill Irvine, a Cabinet Minister, for a hard line against nationalists who advocate violence with a statement from another African chief attacking the ANC and the Pearce Commission (for rejecting the 1971 Smith/Douglas-Home terms) and reiterating that the chiefs are the real leaders of African opinion.

Talks between the Smith government and the ANC resume to-day when Bishop Muzorewa will lead a delegation including representatives of both the ZANU and ZAPU factions to meet Mr. Smith.

Parliament, Page 20

Sheffield Twist: rival Thorn bid to-day

BY MARGARET REID

THORN Electrical Industries is expected to-day to mount its foreshadowed counter-offer to the agreed £10.46m. bid from the Swedish SKF group for Sheffield Twist Drill and Steel, following a Government decision not to refer either to the Monopolies Commission.

Thorn, whose interests include the Clarkson tools business, had already said it would join the contest for Sheffield Twist, the largest British maker of high-speed steel cutting tools, if the Government allowed the SKF offer to proceed. Last night, it said its offer would have a cash value of more than 78p a share, the price at which it yesterday bought 175,000 Sheffield Twist shares, raising its stake to 7.48 per cent.

SKF, whose bid of 77½p is due to close, unless extended, this afternoon, has also been buying up shares in Sheffield Twist, in which its holding is now thought to be some 17 per cent. after purchases yesterday following a previous acquisition of 660,000, which increased its interest to 14.9 per cent. Meanwhile, acceptances of its bid so far were described last night as "very satisfactory." Sheffield Twist shares were unchanged at 78p last night, while Thorn ordinary were 2p up at 164p and Thorn "A" unaltered at 162p.

The Government decision not to refer either bid to the Monopolies Commission has been made, after consideration by the Office of Fair Trading, despite the fact that both Sheffield Twist and Thorn, through Clarkson, are market leaders in their products. Their combined market share of such items as taps and dies, milling cutters and reamers, would exceed 50 per cent. and quite probably 60 per cent. technically ranking as monopoly market proportions.

In allowing the take-over battle to proceed uninterrupted, the Government appears to have recognised Sheffield Twist's need, in a highly competitive world context, to gain the marketing and financial strength a link with either bidder would afford. Another factor was probably the fear that SKF, baulked in a 1969 attempt to acquire the Ransome and Marles bearing concern by the Industrial Reorganisation Corporation, might have pulled out of the present matter had the bid been referred to the Commission.

A reference of the Thorn bid, but not of that by SKF, to the Monopolies Commission would have been contrary to the normal Government approach to mergers cases.

Trade union support for the Swedish contestant in the bid battle emerged yesterday with an expression of backing from the General and Municipal Workers Union, which has a substantial membership in Sheffield Twist and SKF's British company. Mr. Jim McDougall, GMWU regional organiser, said members were "convinced the bid will allow their employers to diversify."

Continued from Page 1

Left wing opposition

must sacrifice the industrial policies on which it was elected. "If the Government seeks to solve its economic problems by capitalist methods and abandons its socialist policies, it will fail to resolve the economic crisis and will betray the Labour movement."

Tribune MPs are alarmed, and Right-wing Labour MPs consoled by reports from junior ministers that Mr. Wilson will to-day appoint another middle-of-the-road MP to join Mr. Eric Varley's new team of Ministers.

Mrs. Hart's statement even implied that Mr. Michael Meacher, the anti-Market Parliamentary Under-Secretary for Industry, might be moved. "Every Minister involved at every stage of the work of the Industry Bill has been displaced. I cannot disregard the significance of that," she said.

The Prime Minister's final Government changes for the moment—numbering about 10—are expected to be announced this afternoon. Apart from a replacement as Minister of Transport for Mr. Fred Mulley, who is now the Education Secretary, all the appointments will be of junior rank.

Mr. Wilson has had difficulty in filling the senior vacancy. Not only did Mrs. Hart turn it down, on the ground that it was demotion, but it was also rejected by Mr. Bob Mellish, the Government Chief Whip.

The word has gone round that Mr. Wedgwood Benn had considered declining his new post as Energy Secretary and had accepted it only after 24 hours of consultations with Left-wing and trade union colleagues. His first reaction, it is claimed, was to resign and lead the Left from the back-benches.

But his friends advised him that it was better if he retained his voice in the Cabinet — the strongest and most articulate Left-wing voice there.

Mr. Reg Prentice, the ex-Education Secretary, who is now in Mrs. Hart's old job, denied yesterday that his wings had been clipped in the reshuffle. He made it clear that his voice would continue to be heard in the Cabinet and in public.

On the most important issue facing the country, he said: "The overwhelming need is to bring inflation under control, and it is going to require a much bigger effort from every section of the community than we have put in so far. It is going to require tough decisions on public expenditure and a more effective incomes policy."

Scanlon rebuff from High court

By Christian Tyler, Labour Staff

THE LEFT-WING leadership of the Amalgamated Union of Engineering Workers suffered a resounding defeat in the High Court yesterday, when their manoeuvres to scrap postal balloting in the face of a majority of moderates determined to keep it were overturned by the judge.

Despite the public rebuff of three injunctions against the union, including one instructing it to retain postal balloting for the time being, the issue is far from settled. A full hearing is due to be held in several months—assuming the national executive decides to carry on defending in the courts the decisions that led to the abolition of the postal system.

Mr. Justice Lawton yesterday ruled that the tie-breaking vote cast by Mr. Hugh Scanlon, the AUEW president, to abolish the postal ballot from next year was invalid under union rules.

His chief criticism, however, was reserved for the national executive of the union's engineering section which, he said, had acted ultra vires by ignoring key facts—easily obtainable—when deciding to disqualify South Wales delegates.

"It has been submitted that the only duty of the executive was to act in good faith, but that, in my judgment, is not good enough."

After a hearing in which the bitter political in-fighting of the AUEW was fully aired, Mr. Justice Walton said the original complaint about delegates which led toi their disqualification was "doubtless a piece of opportunism on the part of Mr. Jones (a Welsh branch secretary) who, I am informed, is a noted Communist."

The clean sweep in favour of the union's moderates gave little pleasure to Mr. John Weakley, the disqualified delegate who brough the action. He said afterwards: "As far as I am concerned, natural justice has been done, but I get no satisfaction out of it. I have given my life and devotion to this union."

Activists in the movement, including Communists, had been trying to get him out, though, he added.

The six members of the national executive are being called together before Monday to decide whether to appeal against yesterday's injunctions. Mr. Scanlon himself was returning from Ireland yesterday.

Next week's annual conference in Hastings of the four sections of the union seems almost certain to go ahead with the two disqualified delegates present. (The second delegate is applying to the court for reinstatement to-day.)

Yesterday's judgment is without prejudice to a full hearing in several months' time, but there was some doubt yesterday whether the union would gain anything from it since so much of the evidence has already been aired.

AUEW vote on ballot, Page 15

SDR move postponed to October

By Richard Johns

LIBREVILLE, Gabon, June 11.

AT SAUDI Arabia's insistence, other members of the Organisation of Petroleum Exporting countries, with varying degrees of willingness, to-day agreed that the assessment of oil prices on the basis of the value of Special Drawing Rights should be postponed until October.

No decision on the base rate to be used will be made until the next scheduled OPEC conference in Vienna on September 24, when the new unit of account will be adopted within the framework of wider revisions of the pricing system, including the far more important—from the consumer's point of view—indexation according to world inflation rates.

It became reasonably clear that consumers would be spared an immediate increase—in dollar terms—when Mr. Belaid Abdesalam, Algerian Minister of Energy and Industry, left to-day before the end of the conference.

Asked if he was dissatisfied, Mr. Izzedin Al Mabrouk, Libyan Minister of Oil, said "Yes, we are all dissatisfied except for Saudi Arabia."

More precisely, it is understood from conference sources, apart from his country, it was Algeria, Iraq and Nigeria which pressed hardest for implementation from July of the SDR method of calculation.

If the go-ahead had been given, it would have meant an increase in dollar terms for a basic barrel of Gulf Oil of between 24 cents and 50 cents according to the base rate chosen and whether the calculation was made on the tax reference, market price, or average Government "take" for the Arabian light marker crude.

Talks next week on changes to Industry Bill

BY JOHN HUNT

THE Confederation of British Industry is expected to meet the Prime Minister and Mr. Eric Varley, the new Industry Secretary, next week to discuss the possibility of further modifications to the Industry Bill in the wake of Mr. Anthony Wedgwood Benn's transfer.

In the meantime yesterday there were all the signs of a marked change of emphasis in the Government's approach to industry with a speech of reassurance for industry last night from Mr. Edmund Dell, the Paymaster-General. Certainly the new regime at the Department of Industry will go to great lengths to calm the fears of the CBI over the provisions in the controversial Bill.

It is expected that Mr. Michael Meacher, the Left-wing Under-Secretary for Industry, will make the promised statement to the Industry Bill committee to-day clearing up Mr. Wedgwood Benn's remarks about the possibility of introducing a second White Paper on the Bill.

The committee stage of the Bill will be completed to-day and from that point it will be very much under the wing of Mr. Gregor Mackenzie, the new Minister of State for Industry, who is to the Right of the party and regarded as "a safe man."

The change of direction was also underlined by the fact that, now Mr. Wedgwood Benn has left the Department of Industry, his two personal policy advisers there, Mrs. Frances Morrell and Mr. Francis Cripps, will also be giving up their posts in the Department.

Although the arrangements for next week's meeting with the CBI have not been finalised, Tuesday is the likely date. Mr. Denis Healey, the Chancellor of the Exchequer, may also attend. This is in fulfilment of the promise that Mr. Wilson made to meet the CBI once the committee stage of the Bill was finished.

There will be two main areas of discussion. One will be on a document now being drawn up by the Department on the suggested working of the planning agreements. This will be in the form of a Green Paper for discussion.

The other discussions will be on a code of practice laying down guidelines for the operation of the National Enterprise Board. This idea was suggested by the CBI because it was concerned about the way the NEB might operate in the market in acquiring equity.

It is this last item which has given rise to the talk of a second "White Paper" for the Bill. The idea is that the Government should subscribe to the NEB guidelines and that this could be appended to the Bill in some way.

The planning agreement document might be similarly appended to the Bill.

Mr. Wilson is also expected to have discussions about the Bill with the TUC next week.

William Keegan writes: The Government campaign to woo industry was taken a stage further last night in a remarkably conciliatory speech by Mr. Dell, the Paymaster-General.

Speaking only the day after the announcement of Mr. Wedgwood Benn's departure from the Department of Industry, Mr. Dell emphasised: "The Government's industrial policy is founded on voluntary co-operation with industry. This is the intended basis both of planning agreements and action by the National Enterprise Board."

Mr. Dell, one of the Ministers handling the delicate negotiations with oil companies over State participation in the North Sea, went on: "But the main executive burden can only rest on industry because industry alone has the capacity and experience, and hopefully can acquire the resources, to deal with the problem across the whole front."

"The co-operation between Government and industry must be on terms which all sides of industry and Government can accept," Mr. Dell told his audience at a dinner of the Electronic Engineering Association in London. "A common interest in the future of this nation should make co-operation possible. I do not see this nation emerging from our present difficulties on the basis of confrontation."

No agreement at IMF reform talks

BY ROBERT MAUTHNER

PARIS, June 11.

FINANCE MINISTERS from the 20 International Monetary Fund countries to-night failed to reach agreement on a package of monetary reform measures, including the future roles of gold, intended to replace the old Bretton Woods' arrangements.

After two days of talks, the breakdown of this latest attempt to agree on monetary reform was not looked upon as being to much of a disaster, in spite of yesterday's warning by Mr. Denis Healey, the Chancellor of the Exchequer, that "the consequences of failure for confidence in all countries would be very grave."

Many of the delegates just shrugged their shoulders and said that they would make a further attempt to agree at the next meeting of the IMF interim committee in Washington on August 31, the eve of the annual meeting of the Fund and World Bank. This is due to be followed by another meeting of the committee in Jamaica next January.

Since it had already been decided that no-one would accept anything which fell short of an agreement on the whole package of problems, embracing the disposal of the IMF gold stock, gold transactions between Central Banks, a revision of the Fund's article on exchange rates and a reallocation of member states' quotas, none of these issues was settled separately to-day.

Undeniably, however, the positions of the U.S. and France—the main protagonists—have come closer together, particularly on gold. It is generally agreed, for instance, that gold will be "written out" of the articles of the Fund, no new official price will be set, and the total amounts of monetary gold held by Central Banks should not increase. Where the U.S. and France still disagree, on the other hand, is over the conditions on which gold transactions between Central Banks should be allowed to take place.

The Americans insisted to the end that for an initial period of one to two years Central Bank purchases of gold from another Central Bank could be made only if the selling bank was "in extreme financial need." This contrasted with the Common Market position, known as the Zeist agreement, that Central Banks should be allowed to buy and sell the metal at market prices

Greater role for gold seen Page 5

Continued from Page 1

Pound at new low

tentatively written in some slowdown in inflation next year on the grounds that levels of unemployment, which will be the highest since the war, might have some restraining effect."

Against the background of growth in the economy of around ½ per cent. at most between the second halves of 1974 and 1975, the institute predicts that unemployment will continue to rise rapidly, reaching 1m. (U.K., wholly unemployed) during the coming winter.

In a despairing note, however, the institute adds that "our forecasts for average earnings have been too low for some time now, and we find it entirely conceivable that both the rate of inflation and the level of unemployment could continue to increase at the same time."

There are indications that the institute has already revised upwards its forecasts for both inflation and unemployment since the text of the review was prepared.

On the other hand, the NIESR now evidently believes that the prospect for the U.K. balance of payments this year is better than the deficit figure of £2.6bn. which appears in to-day's review.

The latest indication of the U.K.'s balance of payments position will come with the overseas trade figures for May, due to-morrow.

Meanwhile, figures from the Treasury, yesterday, confirmed the sharp turnround experienced during the first quarter of this year, when the current account deficit is now estimated to have fallen to £352m. (seasonally adjusted)—about a third of the figure recorded in the last quarter of 1974.

Features of the first quarter's external financial flows were a further rise of £348m. in the sterling holdings of oil producing countries (partly offset by a reduction of £152m. in holdings of traditional sterling countries); and a sharp reduction in U.K. investors' disinvestment of their overseas portfolios. This was the main reason for a large net outflow of £540m. on U.K. private investment overseas.

On an unadjusted basis the current deficit on the balance of payments in the first quarter was £627m. with identified investment and other capital outflows of £405m.

This was offset by a positive "balancing item" (unidentified capital inflows) of £745m. and the resulting net currency outflow was financed by the published drawings on overseas loans.

THE LEX COLUMN

N. Sea lessons for plant makers

Yesterday the first fruits of the North Sea oil development programme were pumped to the surface. But the huge programme of capital investment which is generating a rapidly rising, if delayed, yield of crude oil is not producing quite the universal bonanza for U.K. engineering companies which seemed possible at one time.

Both Whessoe and William Press have reported sizeable losses on platform and module fabrication work, and Head Wrightson seems to have thrown in its hand after incurring substantial development expenditure, while Capper-Neill has indefinitely postponed any acquisition of the waterside facilities necessary for fabrication work. NEDO's process plant working party has maintained that overseas companies often have the edge, particularly in the production of compressors and large diameter pipework.

Current estimates of North Sea oil and gas expenditure are still in the range of £1½bn. per annum over the next five or six years, of which the share of U.K. industry is reckoned to be around one-half. The construction groups have managed to secure a comparatively low risk position in this market, as indeed have the numberless component and service suppliers. However, the problems of entering and sustaining the North Sea market have been amply illustrated by the experience of the fabricating companies, which have often run into trouble very quickly.

The problems facing fabricating companies stem largely from the fact that they tried to move in too fast. This gave rise immediately to contractual and technological difficulties when they tried to make new products, based largely on American designs, which were untested in North Sea conditions.

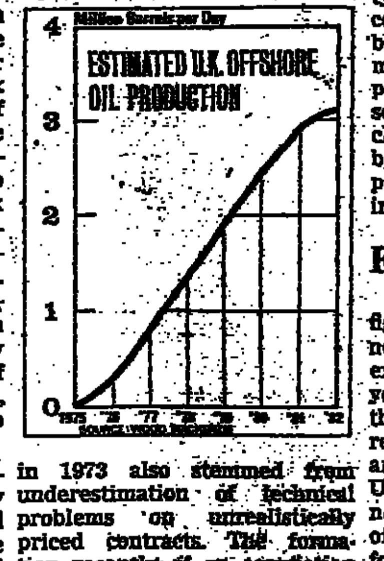
In Whessoe's case, for example, the cancellation of the Sizewell "B" nuclear power station in 1972 left the company's costs biased firmly towards higher value work. North Sea fabrication work, as it was typically of a high conversion value, seemed a useful way of absorbing heavy technical and engineering overheads. After all, low value storage tank contracts at fixed prices had proved unprofitable in 1973.

Sadly, this year's interim losses of £709,000 before tax reflected, in part, substantial provisions against offshore contracts.

Index fell 5.6 to 334.2

At the group's Dock Point waterside facility, fixed capital expenditure so far of around £2¼m. amounts to roughly a sixth of the company's net worth. Labour disruption has been a major problem, and associated delays have made nonsense of the company's "scheduled rate per employee" contract protection against wage inflation. The company has also incurred substantial modification costs in the process of grappling with offshore technology; despite legal claims, these costs are not likely to be recovered to any significant degree.

Loss provisions of £1.8m. at William Press' Howdon Yard in 1973 also stemmed from underestimation of technical problems on unrealistically priced contracts. The formation recently of an association for module manufacturers is an attempt to form a common front on the presentation of costing estimates and the financing of work in progress.



The U.K. contracting companies, mostly late arrivals on the scene, have had a far more favourable entrance to the North Sea. To get round the preference of the oil companies for firms on the Houston list of accredited suppliers, John Brown, for one, has linked up with Earl and Wright in a CJB associate company, CJB Offshore. The prime concern is with project management and design work but experience here should enhance the prospects for Brown's new offshore engineering subsidiary which has recently begun fabrication work.

Financially, the contract are underpinned by the based (basically nature of North Sea tion work. The risks facing company like Matthew Hall with major contracts for the engineering, construction procurement of modules for Occidental more field and Statoil Statfjord field are rel low. And where th responsibility for procure of materials and compon the company has the benefi a reliable inflow of cash fr clients against purchases, wi a value related fee on top. Th contrasts sharply with th fabricators' problems in fina ing work in progress.

In retrospect, the odds ha been stacked against the fabr cating companies but, with th exception of Whessoe, whos share price is over two-fifths o its 1975 high, share prices hav typically trebled along wi contracting companies since th beginning of the year. Th market may be taking process plant companies mo seriously, but the sudden dis closure of losses, as exemplifi by John Brown recently, is permanent thorn in the side o institutional shareholders.

EMI

A one-off set of third quart figures from EMI confirm th net attributable profits, befo extraordinary items are th year not going to fall by mo than 22 per cent. from the £1 returned in 1973-74. The resu are issued as part of the EM U.S. registration statement, an net income for the third quar of 19 per cent. lower at £2.0 following a fall of 22 per ce after six months. Voxson is ex cluded from the latest figure against a small loss last yea and the third quarter is seaso ally the least important to th group anyway. But the resu does provide some indication the strengths to be found wi in EMI if the losses at Capi Industries—say £250,000 fo the third quarter, against a profit of £1.2m.—are exclude and the key areas ar apparently the U.K. leisure a tivities and the new Scanne After their run up following th March rights issue the share have been weak lately: the shed a further 8p to 172p ye terday despite quantification o the Italian terminal losses which are put at an expecte £13½m.

See also Page 35

Weather

U.K. TO-DAY

WARM, dry and sunny but cloudy in northern areas.

London, the Midlands, E. Anglia, SW, NW, Southern and Northern England, Wales

Mostly dry and sunny. Wind NE, light. Max. 25c (77F).

East and NE England

Sunny periods but patches of fog and low clouds mostly near coast at first. Wind variable, light. Max. 25C (77F) but lower near coast.

Channel Isles

Mostly sunny. Wind NE, light or moderate. Max. 20C (68F).

Outlook: Mostly dry and warm over England and Wales. Rather cloudy over Scotland and N. Ireland with some rain later.

Lighting-up: London 21.46, Manchester 22.07, Glasgow 22.31, Belfast 22.29.

Pollen count: 27 low. Forecast: higher.

BUSINESS CENTRES

		Y'day Mid-day				Y'day Mid-day	
		°C	°F			°C	°F
Alexandria	F	27	81	Luxembg.	F	21	70
Amstrdm.	S	24	75	Madrid	F	23	73
Athens	C	24	75	Manchester	S	25	77
Bahrein	S	32	90	Melbourne	R	13	55
Barcelona	F	21	70	Milan	R	18	64
Belfast	S	23	73	Montreal	S	22	71
Belgrade	F	22	72	Moscow	F	12	54
Berlin	F	21	70	Munich	S	19	66
Birmghm.	S	20	68	Newcastle	S	22	72
Bristol	S	23	73	New York	S	23	73
Brussels	S	23	73	Oslo	S	23	73
Budapest	F	23	73	Paris	F	23	73
B. Aires	C	14	58	Perth	S	18	64
Cairo	S	36	98	Prague	F	21	70
Cardiff	S	21	70	Reykjavik	C	11	52
Cologne	F	23	73	Rio de J'o	S	23	73
Copnhgn.	S	21	70	Rome	R	17	63
Dublin	S	22	72	Singapore	S	31	87
Edinb'gh	S	26	79	Stockholm	S	21	70
Frankfort	F	23	73	Strasbourg	F	21	70
Geneva	F	21	70	Sydney	S	21	70
Glasgow	S	24	75	Tel Aviv	S	30	86
Helsinki	S	18	64	Tokyo	S	28	82
H. Kong	C	28	82	Toronto	S	30	86
Jo'burg	S	18	64	Vienna	S	23	73
Lisbon	F	24	75	Warsaw	C	21	70
London	S	21	70	Zurich	F	19	66

HOLIDAY RESORTS

Ajaccio	C	22	72	Las Palms.	C	21	70
Algiers	S	20	68	Locarno	R	15	59
Biarritz	C	16	61	Luxor	S	44	111
Blackpool	S	21	70	Majorca	F	22	72
Bordeaux	F	24	75	Malaga	S	27	81
Boulogne	S	14	57	Malta	S	25	77
Casablanca	F	20	68	Nairobi	S	24	75
Cape Town	S	21	69	Naples	C	20	68
Corfu	C	25	77	Nassau	S	29	85
Faro	S	22	72	Nice	R	17	63
Florence	C	18	64	Nicosia	S	30	86
Funchal	C	18	64	Oporto	S	24	75
Gibraltar	S	22	72	Rhodes	S	26	79
Guernsey	S	18	64	Salzburg	S	22	72
Innsbruck	F	18	65	Tangier	C	20	68
Inverness	S	25	77	Tenerife	C	15	59
I. of Man	S	17	63	Tunis	C	22	72
Istanbul	C	20	68	Valencia	F	21	70
Jersey	S	20	68	Venice	S	22	72

S—Sunny. F—Fair. C—Cloud. R—Rain.

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